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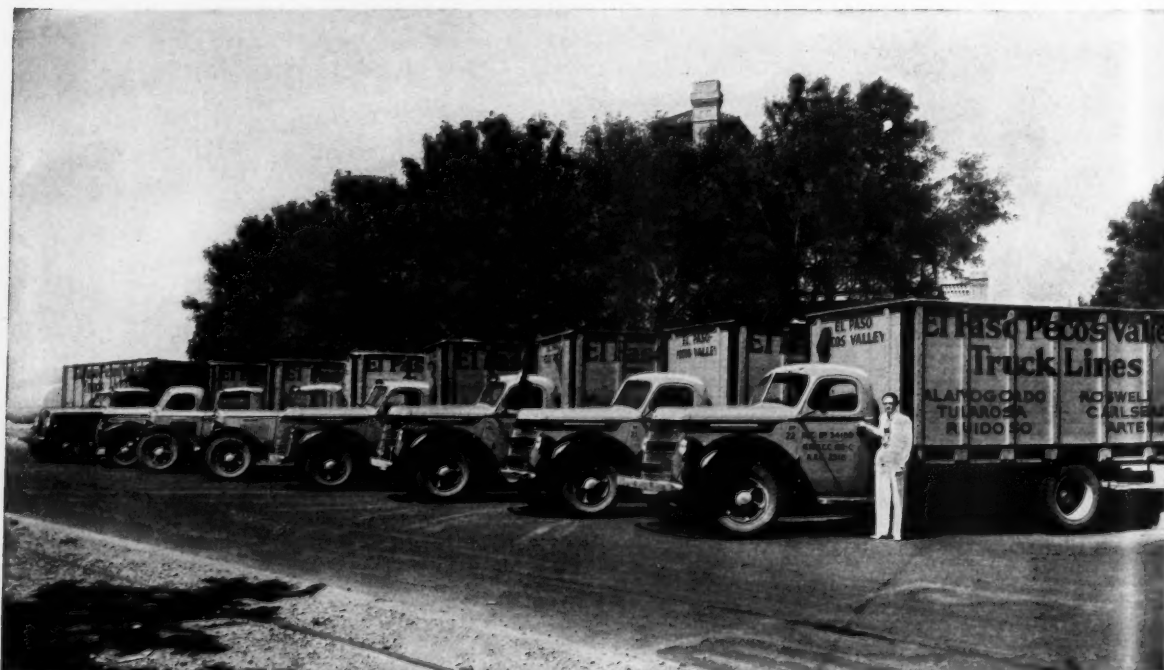
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INTERNATIONAL TRUCKS

The Editor's Page

The National Transportation Act

TARGET of objections from many sides and on numerous grounds, the National Transportation Act was engaged in a race against time as Congress neared a possible July 15 adjournment date with the measure still tied up in the House committee.

White House intervention to give the reshuffle of transportation policies the "green light" was being sought, but was not forthcoming in the absence of a general agreement "on the hill" as to what the bill should contain.

Should the lawmakers sag under Washington's blistering heat and adhere to the July 15 quitting date, it is doubtful that the bill will be enacted into law. Nothing short of almost complete capitulation of opposing forces could get the controversial measure through in that length of time, it appeared.

A critical Senate had passed the Wheeler-Truman Bill (S. 2009), only after the record had been packed with criticisms. Those objections were intended to furnish ammunition for House opponents, already numerous and well-armed. The attitude of upper chamber opponents was that "the House will take care of it." In the lower branch, the committee was marking time, feeling out the opposition, and hopefully awaiting indications from President Roosevelt which might clear the path—although it was recognized that it might do just the opposite.

The certainty that the House will rewrite the bill passed by the Senate, either in committee or on the floor, insured the appearance of a third version of the national transportation scheme. That will be the product of conferees of the two branches who must be appointed to "harmonize" the conflicting provisions and policies. When the conference members conclude their pulling and tugging, compromising and adjusting, each house will be asked either to adopt the report in its entirety or reject it.

Those are the complications that stood out prominently as June wore on, and completion of "must" legislation proceeded at snail's pace. Important appropriations bills were due for enactment before the new fiscal year opened—July 1; the ticklish subject of neutrality demanded attention; amendments to the Wagner (National Labor Relations Board) Act were being demanded on the one hand and protested on the other; everywhere, there was evidence of a determination to re-mould the tax structure to meet the demands of business and invite private capital out into the open.

Political Dynamite

And, there was political dynamite, too, in the transportation bill which proposed a readjustment of systems affecting so many interests. Members of Congress were not unmindful of that as they faced the problem before them.

Yet, belief persisted that, somehow, a bill will be passed before the final gavel falls. Senators and Representatives most emphatic in that prediction throw up their hands when asked to spell out the underlying policies likely to be reflected in the predicted law, but they remain optimistic.

Championed in the Senate by Senator Henrik Shipstead of Minnesota, water carriers had an equally vigorous advocate in the House in the person of Representative Schuyler Otis Bland of Virginia, chairman of the committee on merchant marine. Bland was ready to take up where Shipstead had left off, continuing the fight against placing domestic shipping

under the regulatory jurisdiction of the Interstate Commerce Commission.

The Virginian received no encouragement from Chairman Clarence Lea of the House Committee on Interstate and Foreign Commerce. His plea against transferring control of domestic shipping from the U. S. Maritime Commission to the Interstate Commerce Commission fell on deaf ears. (Foreign shipping, under the Wheeler-Truman Bill, remains under the Maritime Commission.) Lea merely said the Senate's action would rather generally be ignored, except that in respect to water carriers the shift to I.C.C. would be written into the House bill.

Would Hit Water Carriers

Bland predicted the new type of control, with the introduction of regulations heretofore unknown to the water carriers, would drive many of them out of business. He was buttressed in his arguments by the Maritime Commission, whose experts were busily preparing broadsides which Bland will fire if, and when, the bill comes to the floor.

One of the scheduled major lines of attack will be that the I.C.C. is "railroad-minded" and cannot adjust itself to the problems of the water-borne traffic. The Congressman plans to support this assertion with a recital of instances in which the Commission has permitted the rails to undercut water lines through fourth-section relief, allowing no offset for the slower movement of shiplines.

Slated for argument also is the claim that the control contemplated in the Wheeler-Truman Bill, by reducing and depressing water traffic, will de-emphasize the merchant marine at a time when attention is being concentrated upon its development both for trade purposes and as a defense mechanism.

Trucking interests were satisfied that the Motor Carrier Act will be inserted as a part of the House bill, in spite of the movement to dissect the regulatory measure under which the industry has been operating for 4 yrs., and write it piecemeal, where considered necessary, into the new legislation.

This assurance, however, was not enough to place the motor transporters definitely behind the bill. Disappointed at the Senate's action in projecting an I.C.C. control over private carriers, the National Grange and the National Council of Private Motor Truck Owners placed protests before the House committee, asking that that feature of the Senate bill be eliminated.

Public demand for such a provision has not been voiced, it was pointed out. Added to this was the insistence of the nationwide farm group and the more recently organized operators' association, that the best interests of the private trucker would not be served by a regulation for which "there is no legitimate excuse."

Household Goods

And one division of the household goods carriers' group "damned with faint praise" the Senate action. After directing attention to the fact that the "bid system" for obtaining transportation service had been eliminated from the measure in the upper House, the group bulletined this significant comment: "The Household Goods Carriers' Bureau, by their action in requesting this amendment to S. 2009, does not necessarily indorse the entire bill or advocate its passage.

The Bureau is merely preparing the way for household goods carrier to secure equitable consideration in government transportation in case this S. 2009, or a similar measure, passes and becomes law."

Truckers Encouraged

Trucker-support depended largely upon what the House committee might do. There was encouragement in the belief that Chairman Lea's promise of "a new approach" might be borne out in the committee's action. That would leave the general structure of the existing transportation law intact; change it in some particulars by way of amendment, but not throw the operating and competitive balances askew. The ambitious program of codification of all transportation law, upon which the Senate had embarked, found little favor among dominant members of the House committee. That their colleagues on the opposite side of the Capitol had jammed legislative principles into the maw too fast for wholesome digestion, was the general impression.

Deceptive Picture

The Senate action, taken in the closing days of May, creates a deceptive picture. A vote of 70 to 6 for the bill would indicate general indorsement, but as indicated above, the opposition relied upon two assured future "shots" at the bill: 1. Support and aid to House opponents. 2. The right to vote for rejection, in toto, of the conference report when it comes to the Senate.

Some of the upper House opposition was dissipated when an amendment was adopted striking out all reference to federal regulation of freight forwarders. Opinion was divided upon the question of wisdom of such regulation, and there was important support for the theory that this new venture into governmental supervision should not be made a part of a bill which is essentially a recasting of existing controls. The suggested freight forwarder control was stricken out after Senate leaders promised the subject would be considered separately in a bill confined to that problem.

Express Companies

Express companies were declared common carriers by motor and subjected to regulations which govern that category of transportation, under the Motor Carrier section.

As projected in the bill reported to the Senate, the Interstate Commerce Commission would be empowered to require railroads to set up one or more corporations to handle their less-than-carload traffic. This was a species of monopoly that railroad heads frankly didn't want, and they made their position clear on the point. But it was not the objection of the rails, but rather the questions of constitutionality and good business practice, which prompted Senator Burton K. Wheeler to strike down the clause. In effect, he pointed out, Congress would be requiring an enterprise to set up a corporation and assume the business now handled by other enterprises.

While the forwarding companies escaped regulation, insofar as Senate action was concerned, the groundwork definitely was laid for future action. Typical of the comments was the following by Senator Clyde Reed, Republican, of Kansas, who in private life is a practitioner before the Interstate Commerce Commission:

"The Congress for a number of years has legislated against discrimination, but discrimination has crept back into the handling of freight, among other means, through the device of freight forwarding companies. The freight forwarding companies taken as a whole, discriminate against small communities.

"If a shipper went to the New York Central Railroad Co. and offered a shipment of less than a carload of freight, he would pay the full tariff rate. He could telephone the Universal Freight Forwarding Co., which is owned by the New York Central, and that company would come and get his goods, assemble them along with the goods of others who had less than carload lots, and he would be given a lower

rate, the freight moving over the New York Central Railroad. "If that is not unlawful discrimination, then I have no conception of what unlawful discrimination may be."

Describing freight forwarding companies as "parasites," the senator declared trucking firms have a justifiable grievance at the absence of regulation thereof.

Senator Bennett Champ Clark of Missouri joined in the criticism leveled at freight forwarding practices.

Railroads were encouraged by the Senate action setting up a streamlined formula for consolidations, replacing the 10-yr.-old system of the I.C.C. J. J. Pelley, president of the Association of American Railroads, cited this provision as one of the highpoints of legislation which, he said, should greatly improve the condition of the rail system.

Cost of Service

The Senate wrote into the law, subject to House approval, a mandate to the I.C.C. to predicate rates on cost of service rather than "what the traffic will bear." This action came as a result of an amendment introduced by Senator John E. Miller of Arkansas. It is designed to give outlying regions the benefit of the lower cost of service and place them on a parity with areas in official territory.

Senator Wheeler opposed the amendment with vigor, asserting it would have an effect opposite to that hoped for by his colleague. He cited the comment of Commissioner Joseph B. Eastman:

"If this standard of 'full cost' were applied to railroad charges, it would plainly preclude many of the rates made under 'fourth-section relief,' a great number of other rates, particularly on less-than-carload traffic, and most of present passenger fares. It might also prevent averaging of rates as between multiple-line and main-line operations. If strictly applied to all forms of transportation, it would tend to eliminate competition, except where competitors have like costs of service, and to put all rates on cost-of-service basis of the particular types of carriers involved."

Set up under the Senate version of the law, and likely to be approved by the House, is the proposed creation of a board of three members to investigate railroad conditions.

In connection with the transfer of control over water carriers from the Maritime Commission to the I.C.C., the latter body was vested with authority to rule on issuance of securities by carriers in this category.

The "hot potato" of interterritorial rates between the North and the South was handed to the I.C.C. with instruction to study and report.

Reorganization of the I.C.C., which was one of the principal subjects of discussion during hearings on the bill, was not a part of the legislation as it went through the Senate. As had been predicted, the Commission, a few days after the vote, announced a voluntary recasting with the following divisions: administration; rates, tariffs and valuation; service and safety; finance; motor carriers.

With the announcement came this statement:

"The general nature of the changes indicates an attempt to proceed further with the assignment of duties on a functional basis, as far as that is at the present time deemed practicable."

Rubber Transit Storage at Detroit and Akron

Approval has been given in a joint conference of trunk line, New England and C.F.A. committees held at Buffalo to the proposal for establishment of storage in transit arrangements on crude rubber at Detroit and Akron.

The shipments are to be subject to a transit charge of 2 cents per 100 lbs. and a transit time limit of 12 mos. The action has been taken because of unsettled international conditions and the desire of consumers to establish storage stocks against future requirements.

It is understood that some of the rail carriers voted against the proposal on the ground that the transit charge should not be less than 5 cents per 100 lbs.

\$800,000 and Other Plants for Johnson & Johnson

Johnson & Johnson, New Brunswick, N. J., manufacturer of surgical and pharmaceutical supplies will construct in N. J., within a year an \$800,000 plant planned to be unusual in management and operation.

Innovations looking toward elimination of industrial centralization, will include establishment of units in the plant, each supervised by one man. Workers will be on a 6-hr. day, and will be rewarded for suggestions for increasing efficiency, according to Robert W. Johnson, chairman of the board. The plan has been in successful operation at the concern's plant in Chicopee, Ga. for 2 yrs. The proposed expansion would call for a combination of transferring and extending present work of the company. Increased production will necessitate the employment of more workers.

Mr. Johnson further stated: "We propose to build experimental factories with the idea of decentralization and simplification of management. We propose, wherever possible, to operate this new type of industry on a 6-hr. day, especially where we have 24-hr. operation."

A site for the new plant is now being sought. The proposed method of operation will be put into effect in the concern's present plant, where workers are now employed at 8 hrs. a day on 3 shifts, 5 days a week, when the new plant is constructed.

King and Queen Visit World's Fair

As in the World of Today, so in the World of Tomorrow, materials handling is important, even for the King and Queen.

On their recent visit to the New York World's Fair, the Royal Party were transported from the Federal Building to the Canadian Building, Irish Building, Southern Rhodesia Building and Australian Building, by means of a tractor-trailer train, as shown in the accompanying illustration.

This train service was furnished by the Exposition Greyhound, Inc., which operates thirty similar trains for the transportation of Fair visitors over regular routes. This particular train was especially fitted for the Royal Party—the tractor and trailers are painted in royal blue, the seats and interior of trailers are upholstered with silver-grey velour, red carpets on the floor, and blue exterior canopy covering.

The American and British flags shown on the front of the tractor are of silk, on stainless steel standards, and are now displayed in the office of Ralph A. L. Bogan, president of Exposition Greyhound, Inc., as mementos of this occasion.

The tractor-trailer train was designed by Walter Dorwin Teague. The tractor is a Hebard Shop Mule, powered by an International Harvester engine. The

Convention Dates

July 15-16—Mayflower Warehousemen's Assn. Eastern District Meeting at Hotel New Yorker, New York City.

July 16-21—National Furniture Warehousemen's Assn., Summer Meeting, Grand Hotel, Mackinac Island, Mich.

July 28-Aug. 7—Seventh World's Poultry Congress, Cleveland, Ohio.

Aug. 7-9—Virginia Beach, Va. First Annual Convention of the Virginia-Carolina Peanut Assn.

Oct. 9-11—26th National Foreign Trade Convention, Hotel Commodore, New York City.

Oct. 12-14—Waco, Texas. Annual Convention Southwest Warehouse and Transfermen's Assn., Hotel Roosevelt.

Oct. 23-25—6th Annual Convention, American Trucking Assn., Stevens Hotel, Chicago.

Nov. 23-24—32nd Annual Convention of National Industrial Traffic League, Palmer House, Chicago.

trailer chassis was made by the Electric Wheel Co., Quincy, Ill.; the superstructure by Mack Trucks, Inc.

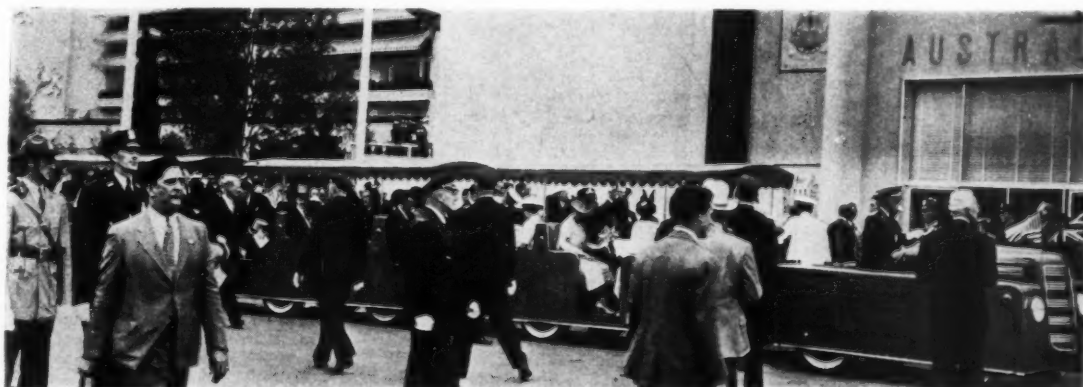
Editor's Note: We are pleased to inform our readers that the trailer chassis, provided by Electric Wheel Co., were designed by Matthew W. Potts, our Materials Handling Editor, who wrote the feature article for this issue.

C. S. Warehousing Demonstration at Cleveland

One of the attractions at the World's Poultry Congress, Cleveland, Ohio, July 28-Aug. 7, will be a complete demonstration of refrigerated warehousing of poultry products. A working display will include an exhibition of fast freezing operations and low temperature storage methods.

A.V.L. Insurance Claims Adjustments Settled Quickly

Barrett Gilbert told members of the New York Furniture Warehousemen's Assn. at its June 12th meeting that the Allied Van Lines' recent report on cargo insurance claims showed that 62 per cent of loss or damage claims are authorized or settled within 1 week after receipt of claims by the general office. Fourteen per cent are authorized or settled within 2 weeks, 10 per cent within 30 days, and 14 per cent later than 30 days.



Our Materials Handling editor, M. W. Potts, snapped this photo on forbidden ground, but having had a hand in the design of the tractor-trailer outfit used by the visiting royalty, felt the possible consequences were worth the risk.

The handling of materials through labor and time saving equipment has made important strides. This article illustrates the latest types and their application by industry and shippers. Other equipment will be found on pages 40-47



Fig. 3—As in industry, so even in the home, materials handling brings joy and happiness. (Courtesy Shaw-Box Crane.)

By Matthew W. Potts

MATERIALS handling is not necessarily a new subject, but very few books have been published dealing with it specifically. Most of the knowledge obtained by industry and its engineers has been acquired through the reading of many magazine articles showing the application of materials handling principles, and by personal contact with the engineers and sales representatives of the equipment manufacturers.

One of the earliest American publications, dealing with the sub-



Fig. 19—The fork truck has found its place in facilitating the handling and piling of units loaded on to pallets. (Courtesy Towmotor.)

MATERIALS HANDLING

ject of materials handling is the **YOUNG MILLWRIGHT AND MILLER'S GUIDE**, written by Oliver Evans, about the year, 1790. This book dealt with the mechanical handling of materials in flour mills, and illustrated the use of flight conveyors, screw conveyors, and even a marine leg-bucket elevator, for unloading ships at various tide levels, and the method of receiving from farmers' wagons into weighing hoppers. (See Fig. 1.)

In 1916, a book was written by George Frederick Zimmer, A-M., Inst. C.E., in London, England. This gave one of the first comprehensive descriptions of the various materials handling devices available for the handling of a variety of products in all kinds of industries. It also dealt extensively with the loading and unloading of bulk materials from ships; and the use

of cargo cranes, winches, telfer or monorail systems, etc.

In 1921, **MATERIALS HANDLING CYCLOPEDIA**, a compilation of various authors, was published by Simmons-Boardman Co., and is one of the outstanding American works on this important subject.

There is not an industry which isn't interested in the subject of materials handling, whether it be a production industry, or a distribution and warehousing industry. The subject of materials handling is as important to one as to the other.

Take the term itself: It divides into two parts, namely "**Materials**," which means all kinds of materials, and "**Handling**" which means all kinds of handling. It will therefore be seen that even in the home (See Fig. 3) there is a necessity

for materials handling. However, in order to bring the subject back to shipping, handling, warehousing and distribution, let us consider the term to be defined as follows:

"Materials Handling" — the horizontal or vertical movement, or a combination of these, or the picking up and setting down of

However, there is a need for the use of some type of equipment, either to assist in a better use of the force of gravity, or to mechanically aid the worker, so that he can either reduce fatigue, eliminate accidents, or accomplish a quicker handling to permit a better use of contributing equipment, such as

breaking drudgery of manual handling in any industry. However, to eliminate manual handling, it is necessary to have knowledge of, and give consideration to the use of the many types of equipment which are available for the better handling of materials.

The types of materials handling equipment available on the market are so extensive that it would be well to state some simple method of classification and selection. This can be done by listing, but here again, the variety is quite extensive. For example, try to list the following in connection with your own problem of handling:

- 1—Kinds of equipment available.
- 2—Kinds of materials to be handled.
- 3—Nature of movements, (vertical, horizontal or both).
- 4—Is operation fixed or mobile?

Let us take the first item as to the kinds of equipment available. This can be broken down into six classifications, namely:

Conveyors, elevators, hoisting machinery, overhead carriers, rail carriers, trackless carriers.

Each of these, in turn, can be broken down into a number of sub-headings. We would have available the following under the heading "types of conveyors": apron, belt, gravity, pipe line, pneumatic, pusher bar, overhead chain, spiral chute, straight chute, and several

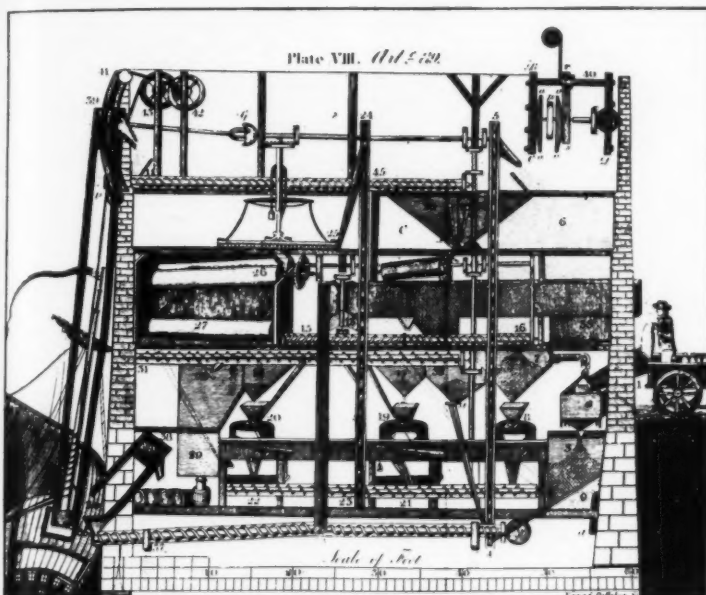


Fig. 1—This illustration, taken from Oliver Evans' book published in 1790, shows that even then, engineers were trying to sell industry better handling methods. (Courtesy Young Millwright & Millers' Guide.)

G How, Why, When, Where

all materials, whether in their raw, semi-finished, or completely finished forms.

The handling of materials can be accomplished by hand, and, in a number of instances, too numerous to mention, it is still being done by this method. We can even go further and say that certain *hand-handling* of materials is absolutely necessary, and no devices have been developed which can reduce cost on such handlings.

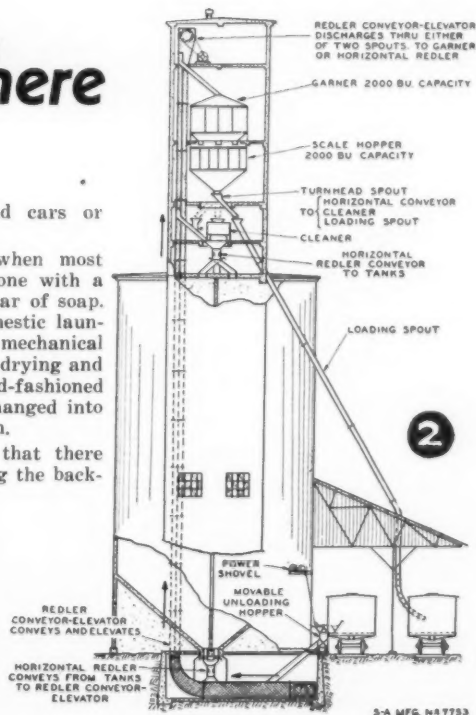
All of us are familiar with the passing of packages by hand from one man to another. We are also familiar with the use of such devices as wheelbarrows, hand-platform trucks, stevedore trucks, crowbars, and rollers, and the common block and tackle (See Advertisements—Shippers' Supplies and Equipment Pages).

trucks, barges, railroad cars or boats.

There was a time when most home washings were done with a tub, rub-board, and a bar of soap. Today, the average domestic laundry is equipped with mechanical appliances for washing, drying and ironing, and even the old-fashioned bar of soap has been changed into a powder, or liquid form.

This would indicate that there is no need for continuing the back-

Fig. 2—The principles of handling remain the same, but engineers are constantly improving on the type of equipment to be used, and its method of installation. (Courtesy Stephens-Adamson.)



S-A MFG. NAT 753



Fig. 5—Portable sections can be lightened in weight by using wheels in the bed instead of full-width rollers. (Courtesy Standard Conveyor.)

others, which would be known as special adaptations.

The same is true with each of the other sub-headings. Take the heading "trackless carriers": These could be listed as tractors, trailers, lift-trucks, fork-trucks, crane-trucks, load-carrying trucks, motor trucks, semi-trailer trucks, and many others.

Therefore, in selecting materials handling equipment, it is well to observe a few fundamentals in order that the initial cost of such an installation will not be more than necessary. The following rules have been found beneficial:

(a) Purchase equipment only from reliable manufacturers.

(b) Select equipment now available or readily adaptable, and do not try to make each handling operation require a special type of equipment.

(c) Consider something more than the mechanical perfection of the equipment. Does it fit job for which it is intended?

(d) Use the services of the equipment manufacturers, in the installation of the equipment, and in the instruction of the operators for it.

(e) Investigate not only the safety features of the equipment, but also investigate any possible hazards which might be involved.

(f) Wherever possible consider standardizing the kinds of equipment to be used.

In many industries where a certain type of handling method has been in effect for a number of years, it is not always easy to ascertain that the costs involved are

unreasonably high, or to convince the management of this fact. However, where the following conditions are found to exist, in the manufacturing, shipping, handling, warehousing or distribution of materials, they generally point to high handling costs, and should be investigated.

(a) Use of obsolete methods or equipment.

(b) Men lifting and handling articles weighing over 100 lbs.

(c) Two or more men moving materials without mechanical assistance.

(d) Unnecessary handling of goods.

(e) High labor turnover due to heavy manual handling of goods.

• (f) Transfer of materials from one location to another unnecessarily.

(g) Excessive damage claims due to breakage or loss.

If these factors are all taken into consideration, and a careful compilation of the facts made, it will generally be found that considerable savings can be effected by using new handling methods.

There are, however, many handling operations which can be improved immediately, without going to the trouble of a complete sur-

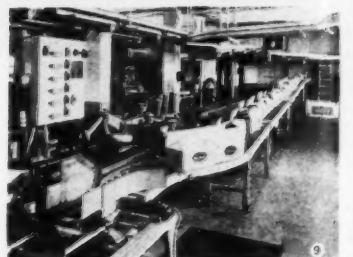


Fig. 4—Light weight of material used in portable equipment construction makes for better handling of equipment. (Courtesy J. B. Webb)

Fig. 6—A simple operation, but mechanical equipment does it better and cheaper. (Courtesy Trowbridge)

Fig. 9—Continuous processing equipment is really materials handling

equipment, although it performs certain functions for productive operations. Generally designed around principle of continuous handling. (Courtesy Mathews Conveyor)

Fig. 10—A well-arranged shipping room. Conveyors will reduce packing costs and expedite delivery of orders. (Courtesy Lamson)

Fig. 11—For efficient operation the packing table and materials should be well-arranged and near the conveyor system. (Courtesy Lamson)



Fig. 12—Small conveyor installations are profitable and need not be elaborate to save money. (Courtesy Logan)

Fig. 13—An elaborate conveyor system should be laid out with definite ideas in mind. The reduced cost of handling will pay for the equipment. (Courtesy Mathews Conveyor)

Fig. 14—Wherever possible, a conveyor system should perform a double purpose. Tubs herewith are being carried from warehouse to production lines on same conveyor that brings finished washing machines back to the warehouse. (Courtesy Palmer-Bee)

Fig. 15—It is important that the conveyor fit the job, not only as to physical plant property, but also to handle the product economically. (Courtesy Palmer-Bee)

Fig. 16—Formerly installed only for carrying loads, now the continuous overhead trolley conveyor is a power unit for pulling trailers and trucks. (Courtesy J. B. Webb)

Fig. 17—This traveling crane handles a spiral chute and conveyor for loading bags from warehouse to ship directly. (Courtesy, Lamson)



Fig. 8—Every handling operation that speeds up ship movement makes for time saving and cost reduction. (Courtesy A. B. Farquhar.)

vey or study of present methods. Early in this article, we referred to the use of materials handling equipment in the home. We will use Fig. 3 as an example in this case. This is an installation which does not effect a dollar and cents savings, but it does bring much joy and happiness to its owner. This installation was made in the home of an elderly lady, who was crippled in an automobile accident. The installation makes it possible for her to have her daily tub bath. The unit consists of a small, hand-pushed, crane, a trolley track, and an electric hoist with Bos'n's Chair. In operation, the Bos'n's Chair is brought alongside the bed, and the lady helped into it. Then she is moved, via hoist and crane, over the bath, and lowered into it. The whole unit is designed so that it may be taken down, and moved to the country estate of the owner

quickly. Thus, the one unit serves both town and country estates.

Frequently, it is well to look over existing equipment to see what can be done to improve operating conditions or reduce accident hazards. Since most installations of mechanical equipment pay for themselves quickly, there is economy in making new installations in such instances.

If we compare Fig. 1 and Fig. 2, they both look like good methods of mechanical handling, because the principle has not changed, but the type of equipment available has changed. The new type of conveyor, shown in Fig. 2 can handle a greater capacity in less time and in less space than those illustrated in Fig. 1. The drawing in Fig. 2 shows a terminal grain elevator arrangement, in which three conveyors can unload, turn, or load out 10,000 bushels per hour. The grain flows through the inclosed casing at a speed of about 150 ft. per minute. There is no breakage, no dust, and no danger of fire or explosion. This type of equipment not only should be installed in new plants, but should be used for modernizing old ones.

There are many installations of gravity conveyors, which have been in service for a number of years. One of the objections to the use of portable gravity conveyors in the past was the difficulty of moving it about and the possibility of accidents, due to strain occasioned by the men handling such heavy equipment. In view of the developments of gravity conveyors made of Downmetal, insuring lightness and strength, it would be well to look over all old equipment of this





Fig. 18—The fork truck can easily load and unload trailers and these two types of equipment work well in combination, the truck for piling and short hauls, and the trailer with tractors for long hauls. (Courtesy Automatic Transportation.)

kind with the idea of replacing it with the new equipment. This new type of conveyor weighs approximately one-third as much as the conventional type of gravity roller conveyor, and this new ease of handling insures a greater range and flexibility with resultant savings in handling time.

Other types of portable conveyors, such as those shown in Fig. 5, mounted on caster stands, and using small wheels instead of the full width rollers, also increase flexibility.

Sometimes the simplest operations do not look as if they would warrant the use of mechanical handling equipment. Yet they provide an opportunity to materially reduce costs and speed up the loading of trucks, etc. The small unit shown

in Fig. 6 is a light-duty portable conveyor used on a dock in New York City. This conveyor is equipped with a small gasoline engine so that it can be used anywhere without the necessity of connecting up to electric current. It works in conjunction with a section of gravity roller conveyor which extends into the truck as shown. On this particular operation, the equipment makes it possible to load 1,100 boxes weighing 56 lbs. each, in 21 mins., with a crew of four men. In industrial warehouses, on steamship docks, and in railroad yards, the use of portable conveyors will materially assist in the handling of cargoes as illustrated in the composite drawing and illustration, Fig. 7. Here the portable conveyors are

used in conjunction with an elaborate system of fixed belt conveyors and gravity conveyors. Fig. 7 is illustrated on the front cover.

Various types of conveyor systems are available for both continuous and intermittent operation, but whenever a new installation of conveyors is considered, it generally applies to handling operations where a continuous flow or quantity handling in a direct line of travel is required.

It is rather difficult to say that any one type of conveyor will fit all requirements. In the illustration, Fig. 9, which covers only a small portion of a shipping department, there are visible three different types of conveyors in the one installation, namely, a horizontal belt conveyor, a horizontal and inclined live roller conveyor, and a gravity conveyor. This illustration also shows a very good example of shipping, handling, warehousing, and distribution. Here the gravity conveyor brings the finished product in cartons down to an automatic sealing machine where the flaps are closed, sealed, and carried out to the shipping department, thus making a combination of a handling, shipping and production operation.

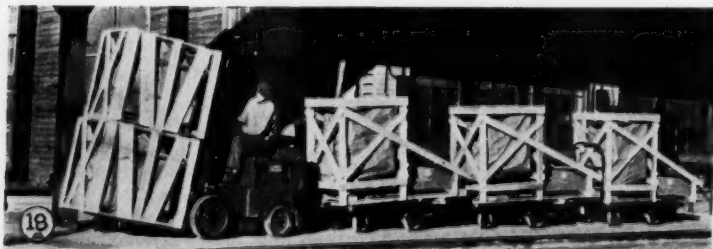
The electric control board shown to the left gives the operator at this point complete control of the equipment. On all new installations, it is well to consider every safety and automatic feature.

It is also well, in laying out materials handling installations, to give consideration to operations other than just handling, and a proper coordination of various operations is as important as the actual handling. This is illustrated in Fig. 10, where the pallets are being used for bringing orders consisting of various items from the stockroom to the packing and shipping department. Note how the packing bench is made so that when the order is finally packed, it can easily be transferred to the conveyor which takes it away. Also, each packer has a bench, or truck, on casters, complete with excelsior bin, paper tape, stencilling apparatus, hammer and nails, and everything required to complete his operation.

A similar installation is shown in Fig. 11, but here the metal packing table is permanent, and packing materials are kept in a convenient storage space directly above the table. After the shipping cartons have been completely packed, they are dropped through the opening in the table. By means of a chute and a short section of gravity conveyor, they feed on to a traveling belt and are carried out to the shipping department.

While conveyors are fixed pieces

Fig. 18A—The fork truck used as a tractor can load and unload as well as pull trailers. (Courtesy Clark Tractor.)



of apparatus for definite lines of travel, nevertheless, they have a considerable degree of flexibility. For example, Fig. 12. Here incoming material for a two-story warehouse may be (1) routed upstairs, (2) distributed on the main floor, or (3) lowered to the basement. The material enters from a receiving platform on the left. A two-way switch in the foreground may direct the line of flow to the left, which will feed it on to the pusher-bar elevator, for distribution on the second floor, or permit it to move forward through the inclined belt conveyor in the background, or the hinged section may be raised as shown in the photograph, so that the materials may



Fig. 20—A fork truck loading and unloading a motor truck without a loading dock. It performs many other operations such as handling dies, castings, etc. (Courtesy Towmotor.)

Fig. 21—Either battery or gasoline engine power units can be used in truck operation. Illustration shows how barrels are handled on pallets. (Courtesy Automatic Transportation.)

Fig. 21A—A fork truck is able to handle any type or shape of package which can be loaded on a pallet. It not only transports, but elevates. (Courtesy Elwell-Parker.)

Fig. 22—The crane truck is important for operations as shown and can be obtained in both small and large units. (Courtesy Silent Hoist Winch & Crane.)



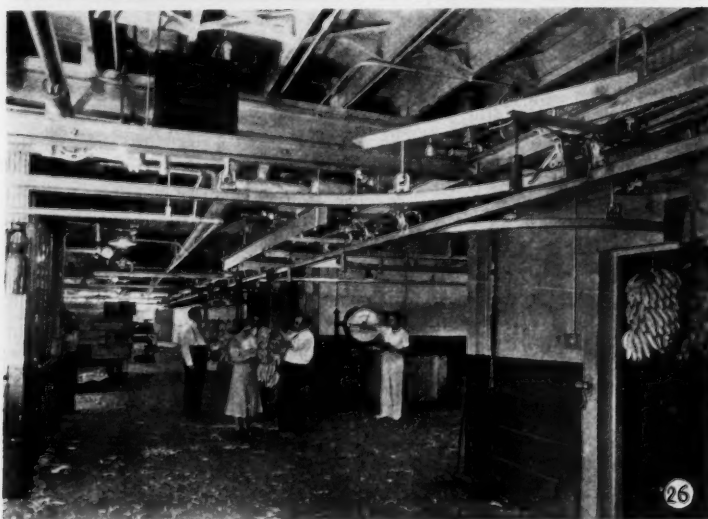
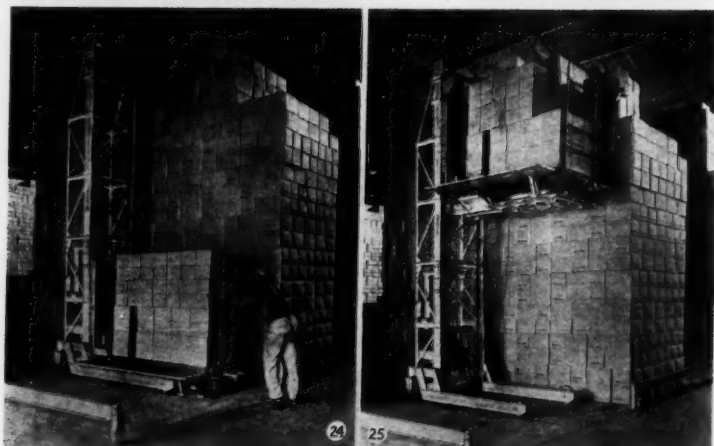
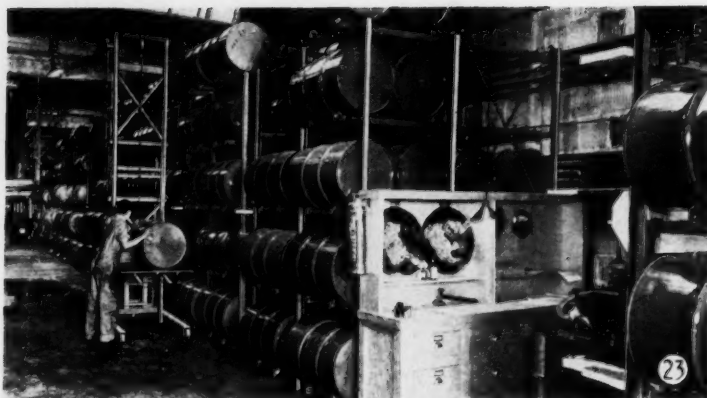


Fig. 23—An orderly method of storage by the use of a rack system has the additional advantage of being able to remove the lower tiers without disturbing the ones above. (Courtesy Barrett-Cravens.)

Fig. 24—Tiering machines have really become portable elevators. The man is loading the complete truck on to the platform, for elevating, as shown in Fig. 25, where the truck is completely elevated and the load being transferred to the storage pile. (Courtesy Economy Engineering.)

Fig. 26—The smart banana warehouseman has good material handling equipment. (Courtesy Loudon Machinery.)

be lowered via a steel chute to the basement.

Conveyor lines serve the length of all three floors. All three lines eventually converge at a shipping platform, at the far end of the building, for handling outgoing orders.

A more elaborate system, covering a wider area and using live roller, belt, and gravity conveyors, is illustrated in Fig. 13. Note how the conveyors are spaced, so that the men unloading to the piles, or loading from the piles to the conveyors, are never required to take more than three steps with a package.

In the case of practically every type of materials handling equipment, it is necessary to study the problem and then apply the proper piece of equipment to do the work. As stated previously in this article, it is always well to select equipment which is already available, but this is not always possible. In a number of instances, the ingenuity of a manufacturer or his engineers makes it advisable to consider an entirely new type of conveyor or other piece of equipment for a particular installation. Thus, new types of equipment are developed which later on become known as standard equipment. Examples are shown in Figs. 14 and 15. Here we have illustrated a pallet type carry-all conveyor which travels on the horizontal, up or down an incline, and makes right angle turns in one continuous conveyor system, without the necessity of transfer from one piece of equipment to another.

In Fig. 14, we see a conveyor handling washing machine tubs from the warehouse over to the assembly line in another building. At the same time, it returns finished and crated washing machines to the warehouse. A similar installation is shown in Fig. 15, but in this case, the conveyor is handling finished cooler cabinets from the finishing department to the warehouse. This photograph was taken before the covering was put on the complete structure in order to show how the conveyor makes a right angle turn.

For a number of years, the only way to handle a hand-truck or trailer was to move it by hand or pull it with some type of power-driven tractor. Within the last few years, however, it has been found possible to make up a fine combination trailer and conveyor system, where a continuous line of travel over a given route is possible.

The overhead trolley conveyor, as shown in illustration Fig. 16, is able to travel in a continuous line, on the horizontal, up or down inclines, and around corners, and by hooking the trailers to the chain

as shown, it is possible to pull them over this route by means of the overhead chain conveyor. The Railway Express Agency has made a number of installations of this type of conveyor, and so have several large food distributing warehouses.

Here is another example of taking one or more pieces of standard equipment to solve a particular handling problem.

Due to the constant development of new equipment, or the improvement of old equipment, some installations become obsolete even before the existing equipment is worn out. These are the installations where possible savings are overlooked. At first glance, it would seem that the existing equipment was the most efficient to be obtained for the work, but a number of industrial plants have found that this is not the case.

Some years ago, the use of load-carrying power-trucks was considered the most efficient method of handling over a diversified route. Then came the extensive use of a lift-truck and skid system. There are still a number of installations where the lift-truck and skid system can be operated efficiently, but the load-carrying truck for industrial purposes is practically a thing of the past, insofar as general handling is concerned.

The principle or application of handling equipment to the operation has not changed, but the type of equipment has. As a result, we now find the fork-truck and pallet system being installed in practically all operations of shipping, handling, warehousing and distribution.

We find this equipment operating from electric storage batteries, by means of the ready-power, gasoline-electric or straight-gasoline units. These perform operations

Fig. 30—Illustrating the use of more than one piece of equipment for the same handling operation; also an unique crane control type. See text. (Courtesy Harnischleger.)

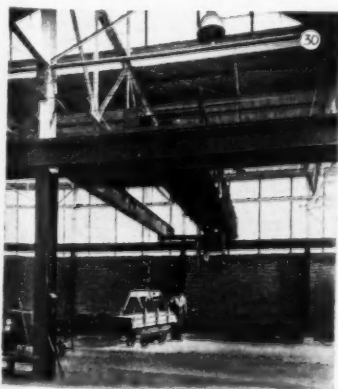


Fig. 27—Some materials will not stand high-piling without damage to the bottom tier. In these cases, units which are self-supporting will permit use of overhead room and reduce handling costs. (Courtesy Northern Engineering.)

Fig. 28—Imagine trying to handle this class of material by hand. The overhead crane and magnet permit operator in cab to safely pick up and deposit his load. (Courtesy Northern Engineering.)

Fig. 29—Outside storage areas are served conveniently by installation of an overhead crane. (Courtesy Euclid Crane & Hoist.)

which were previously considered impossible.

Figs. 18, 19, 20 and 21 show a few applications of this type of truck. Note, how in Fig. 18, it is possible for this truck to bring its load right up to the side of, and deposit it on to the trailer. This is possible because the forks overhang and extend beyond the drive-wheels.

Fig. 19 clearly illustrates the method of piling by means of a fork truck. In this particular installation, a load of 4,500 lbs. is being elevated to a height of 147 in. The load consists of glass bottles, and the entire operation of traveling forward with the load, elevating it, and placing it on the pile, is performed by the one operator shown.

Another good application of this type of truck is illustrated in Fig. 20. This permits the placing of the load directly on the motor truck without rehandling.

As previously stated, these trucks can be obtained in straight-gas, gas-electric, or storage-battery power, depending upon the type of service under which they have to operate.

There are a number of operations where the most efficient piece of equipment is a power-driven swinging-boom truck, as illustrated in Fig. 22. These can be obtained in a variety of sizes. They are not used as extensively as fork-trucks, but they have their place in the scheme of handling.

So far, very little has been said regarding warehousing, or the storage of materials in units, except in the case of the fork-truck. One of the first places where economies were effected in the warehouse by materials handling equipment was in the installation of tiering machines. Later, because of their broad field of application, they acquired the name "portable elevators."

These tiering machines were used extensively in all types of warehouses for the vertical piling of materials. They are still being used, as illustrated in Fig. 23, which also shows the method of racking barrels. In this particular installation, a manufacturer of solvents, detergents and lubricants benefited three ways. First, by installing the storage racks and the portable elevator, it was possible to store drums in tiers four-deep, whereas previously, drums had been stored on end, tiered only two-high. Since the floorload capacity would easily sustain many times even the present five-high method of storing, it will readily be seen that they were only using two-fifths of their available storage space. On a basis of warehousing costs per square foot, immediately their costs were reduced 60 per cent. Secondly, with this

system, handling is faster and easier. Under the old system both tiers of drums were difficult to handle. It was always necessary to either ship the top tier first, because it was the easiest to get at, or it was necessary to handle both tiers in order to get at the bottom drums, which were the longest in storage. With the rack system, the first drums can go out first, without moving the other tiers. Thirdly, the safety factor was greatly increased. With the new system, there are fewer mashed fingers and toes, the drums receive less damage, and because of the ease of handling, shipments were greatly speeded up.

The portable elevator was a simple machine when first put on the market, and it was the common practice to take the load off trucks, put it on the platform of the machine, elevate it, and then re-stack it on the pile. We now find that these machines can be built in practically any size, and as shown in Figs. 25 and 24, the entire truck can be placed on the machine, the load elevated, and then transferred to the pile, thus saving one handling. This type of machine has also been designed to be used as a portable platform for the cleaning of interiors, foyers of banks and large buildings, washing of windows, placing of motors and other equipment on ceilings, and many other applications.

So far, this article has described equipment which operates on the floor of a plant. Quite frequently, however, there are many advantages if one can use the ceiling or upper spaces of a building as transportation aisles or runways. In this connection, we find many types of monorail, cranes, and combination systems of tracks, doing excellent work in production operation over storage areas, in processing rooms in warehouses, and in the warehouse itself.

In installations of the foregoing type, it is necessary to give consideration to many factors, such as the product to be handled, the supporting strength of the structure, the proper design of the equipment, the best type of switches, cross-overs, and in the case of cranes, location of cab and controls. Last, but not least, the method of suspending the load from the hook or carrier. (See Figs. 26 to 30.)

To illustrate the above, let us look at Fig. 26. Here is a comprehensive system of overhead monorail, with switches and overhead dial scale for the handling of bunches of bananas into and out of storage and ripening rooms.

This system of monorail serves the entire plant, from unloading platform back to the loading platform. Each bunch of bananas is carried on its own individual hook.

Sometimes these hooks are on individual trolleys for select bunches, and in other cases, a load bar is used, so that a number of bunches can be handled on two trolleys.

With such a system, not only is handling speeded up, but also the loading and unloading of ripening rooms is facilitated, and considerable damage to the fruit eliminated.

Fig. 27 illustrates a 3-ton, 100-ft. span-crane, handling bagged materials with a special grapple with only one man in the cab.

The cab operator is located directly in the center of the crane. It will be noted that the bags are piled in an open-side container, designed so that the containers can be tiered, one upon another. In this way, the top load is not transmitted to the bottom pile of bags.

The special grapple located beneath the crane hook is electrically controlled from the cab, so that the operator can pick up these individual units mechanically. With this system, the one operator can serve the entire floor area.

In this plant, in addition to the equipment shown, they also have industrial rail cars, lift-trucks and skids, and many other types of materials handling equipment, in order to reduce their handling costs.

In other installations, such as the steel receiving room, Fig. 28, it is generally common practice to place the crane cab at one end of the beam. Here again, the nature of the material to be handled determines what to use under the hook. In this installation, an electric magnet controlled directly from the crane cab is being used.

The reasons why a crane is best suited for this operation are the height of the building, the condition of the rough floor, and the nature of the product being handled.

When it is necessary to use a crane outside of a building, such as in an outside storage yard, as illustrated in Fig. 29, the crane track has to be self-supporting. In this installation, a load bar with hook-slings at each end is being used for handling the sheet material. This requires, in addition to the crane operator in the cab, a helper on the ground for fastening the load to the sling.

In the handling of steel and other products by means of overhead systems, many automatic grapples have been designed and are in successful operation for a wide variety of sizes and shapes. These devices provide for safety and the cab operator has more control over the picking up and lowering of his load.

A recent installation of a 5-ton
(Concluded on page 40)

Keeping Things "On the Move"

By JOHN H. VAN DEVENTER,
Editor, *The Iron Age*

THE proprietor of a moving van business in lower New York State had an interesting slogan which he had painted upon the sides of his trucks. It read: "If you want to get rich, keep moving."

I do not know how far that slogan went in persuading householders to change their residences more frequently or to bring more business to this particular moving man. But at any rate it was a much better line to give to the public than some others that I have heard, such as: "Three moves are worse than a fire!"

Seriously, however, we cannot get very far in this world unless we do keep moving. And this applies to business and industrial activities; particularly the latter. It has been truly said that "moving is 90 per cent of making." Think of that in connection with what goes on in an automobile or other factory in moving parts from one machine to another and in finally bringing them all together. And then add to this the moving, or "handling" as we call it, that has to ensue before the goods finally reach the customer or user. It is indeed a long trail of handling.

That is why we have had such remarkable development, in the last 20 yrs., in mechanical handling. We could not do business today without the conveyor systems, cranes, electric and gas trucks and the hundreds of other items of equipment which are known as "handling apparatus."

In the Ford plant at Dearborn, to take a good example, you will find materials handling apparatus woven throughout the plants and buildings and crisscrossing the yards. Even the production lines are conveyORIZED.

And this is one of the chief reasons why the Ford car and others of its type can be made to sell for as little as they do. And thereby also the reason why so many Americans can afford to ride instead of having to walk.

There are no wheelbarrows and shovels used in production at these plants. And you do not see men carrying tote boxes or loads on their shoulders. The men are working at the machines or at assembling; not at transportation.

One engineer has made an interesting speculation as to how many people it would require to do the lifting and carrying at the Ford plant if machines did not do the work and we had to depend on hand methods. *It would take more people than the whole population of Detroit.* And large as Mr. Ford's main plant at Dearborn is, if you tried to crowd that many people into it, there would not be room left in which to do any work.

Such speculations as these have raised the question in some minds as to whether we would not have more men at work today if we had less machines. And particularly the sort of labor that used to do the lifting and carrying. Common labor it is sometimes called to distinguish it from skilled labor.

When I was active in shop work, some 25 yrs. ago, the "labor gang" was an important part of the establishment. It pushed, hauled and pulled. It lifted and carried. It picked up and put down. It sweated. All for 15 cents an hour. That would be equivalent in today's less valuable money to about 30 cents an hour.

Do you think that you could get labor for 30 cents an hour today to exert the effort that those boys did for the equivalent wage back in the horse and buggy days? Not on your life. Times have changed. People have changed. If you offered a W.P.A. worker 30 cents an hour today he would write his Congressman about it.

No, the labor gang is not what it used to be. The boys who would be in it today, if we had the methods of 1910, are running machines at four or five times the wages. Running machines during working hours and automobiles after working hours.

This idea that machinery—and particularly transportation machinery—puts people out of work is a wrong and a dangerous idea. If we did what some people want us to do—stop the use of such improvements—we would penalize ourselves by freezing the standard of living and earning of the American people. We could never hope for anything better.

And if our ancestors had had this idea and carried it out 25 years ago, think of where we would be today. No radios, airplanes, automobiles, moving pictures, cheap electricity. We would be deprived of most of the things that we use and enjoy today—because we could not afford to buy them if they had to be hand-made. The millionaires would be the only boys to have any fun.

And speaking of transportation as a destroyer of employment, did you ever stop to think of all of the horse truck drivers that were put out of work by the automobile truck? Thousands of them lost their jobs due to this invention; this improved handling machine.

But to be quite fair to the truck and what it did to employment, we must examine the other side of the ledger. We must look at the employment it created and balance that against the employment it destroyed.

When we do that we find that for every man that the truck put out of a job, it put ten men into new jobs. Took men away from the rear end of horses and put them at the front end of motor vehicles.

All in all, the only real losers were the sparrows. And that is the way it usually is when any worthwhile new time-saving machine is put to work. Men and women, workers and others alike, gain far more than they lose.

And if you can advance 3 ft. for every foot you slip back—that's progress.



An obsolete shipping system is a source of danger to your profit.

WHO ORDERS YOURS

By F. A. KEELING

THE president of the company had complimented his purchasing agent for having purchased a large number of boxes and crates from a firm that could not weather the depression, but a few weeks later, his friend, a traffic manager, called him by telephone and informed him that he had just returned from the freight depot and noticed a large shipment being unloaded from his company's truck.

"Yes, that was a nice order," replied Mr. president. "But what dumbbell ordered those crates for your shipping department?" asked the traffic manager. "Why, what is wrong with them; we bought them dirt cheap." "That may be true," said the traffic manager, "but you didn't buy them cheap enough so that you can afford to pay the high rate on all the two-by-fours and packing material that was used in order to use those oversize boxes. Why don't you call the box company and have its packaging engineers design a crate especially for that commodity?" This advice was followed, and now a light wire-bound crate is used and shipments are received in good order.

The purchasing agent who made

the foolish buy, asked the traffic manager what business he had calling the president of his company and advising him about shipping matters. To this question, he answered, "The president is a good friend of mine, and there is no excuse for any company to use unsatisfactory boxes, crates or cartons. If your traffic manager or shipping clerk can't recommend the proper container to buy, you can do as I advised your president: call on the container manufacturers who have laboratories and experts who will gladly design a satisfactory container." However, in this case, the traffic manager was never consulted.

Second-Hand Equipment

A number of letters were received from traffic managers and shipping clerks, commenting on the article "The Forgotten Department" published in *DandW* for October, 1938. One of the letters tells of another foolish purchase of second-hand equipment. In fact, this correspondent states that someone must have sent me a picture of his shipping department, for the mention of a wornout scale, tape machines and packing table

long out of date, perfectly described his department. The second-hand tape machines were of the old roller type and had seen so much service that it was impossible to properly moisten the tape; therefore, the packers not only wasted tape but cartons were not properly sealed. These machines were purchased for a company that had not used them for some time. Was the shipping department foreman consulted before this foolish purchase was made? This is his story:

"I received a copy of a shipping magazine, and showed it to the purchasing agent; I told him that the book company down town had a number of new machines like the one advertised on page 28. He looked at the advertisement and said, 'When business improves, we will buy one of those machines.' But instead, he attended an auction and bought a lathe and six old tape machines that should have been junked years ago; what made me so mad was that less than a month later, business had improved enough so that he bought a new outfit for his office, desk, chairs and filing cabinets, even a sectional book case for his catalogs." Truly, the same old plaintive cry from the forgotten department, "I get the junk."

Still Waiting

A salesman of shipping department equipment and supplies called on a traffic manager and asked, "Who orders your department equipment?" What do you mean?" inquired the traffic manager. "Why, I mean scales, tape machines, trucks, stencil cutters, etc." "No one buys them in this plant," replied the traffic manager, "We are still using the same ones we had 10 years ago; and as for desks, typewriters and filing case, I have to wait until someone in the main office gets a new one, then I get what they can't use. I have been trying to get the purchasing agent for over a year to buy three new, up-to-date strapping outfits, but I'm still waiting."

These are true stories from three "eternal" departments. Eternal, in

Read what this author found that causes him to ask the question:

OUR SHIPPING SUPPLIES?

that even though it is recognized that in all other departments, new equipment is needed, the traffic and shipping department equipment is supposed to last forever and still render satisfactory service.

"If the man who holds the purse strings would realize that one slip by the shipping department may ruin the combined efforts of the advertising, sales and productions departments, he would make certain that there is 100 per cent cooperation, and that his traffic manager is free to work out his own problems." These words are the closing paragraph of a letter received from a traffic manager who informed me that the office manager and purchasing agent acted as if he had asked for \$1,000 instead of a late edition of a rate guide. Hundreds of dollars for salesmen's blowouts, but not a cent for the department that can ruin the work of three, seems to be the view of all too many business executives and office employees, who do not know even the principles of shipping practice.

Need for Cooperation

Who orders your shipping department supplies? Surely, the men who have charge of the shipping department should have a voice in deciding what equipment is needed and the kind of material that should be bought for packing and shipping. However, a late survey proves that office managers who would break their backs if they worked in the shipping department 1 day; purchasing agents who order boxes and cartons without going down in the plant to see what is to be packed in the containers; factory superintendents who may know much about machinery, but whose knowledge of rates, rules and regulations, or the classification manual is null and void; all these may gather in a huddle to decide a shipping problem, while the shipping manager stands afar off, wondering what sort of foolish buy will be made next. Truly, there is need for 100 per cent cooperation, so that the traffic manager is free to work out his own problems.

"Did you receive that package I sent you?" said a traffic manager to a shipping clerk. "No; what was in it?" "Some shipping magazines, and a copy of the booklet 'Perfect Shipping'," was the reply. "I wonder if the office manager threw them in the waste basket, fearing I would see some up-to-date shipping room supplies advertised?" was the shipping clerk's query, "at least he said the company couldn't afford to pay \$2.50 a year for a shipping magazine. 'Perfect Shipping' is a valuable little pamphlet; I found a copy in the waste basket in the main office." This conversation was heard at a traffic league meeting.

How the copy of "Perfect Shipping" got in the waste basket, the writer cannot say, but he will



The old familiar cry goes up from the shipping department — "I get the junk."

affirm that if every business executive would thoroughly digest the contents of this 32-page booklet, foolish material buying will be reduced to a minimum, forgotten departments scarce, and the fallacious idea that shipping department equipment is eternal in life and service, would soon be listed as a false doctrine. On page 22, under the caption "Where Shippers Can Get Help", the reader is informed that:

"The railroad is interested and wants a chance to assist you and to work out your packing and container problems." The addresses of the freight claim division and freight container bureau are given, and shippers are advised that the services of trained engineers may be obtained without charge. A list of free publications, prepared and issued by the Freight Container Bureau, 30 Vesey St., New York City, will be found on the inside of the back cover. Before me is Bulletin No. 14, "A Guide to Good Construction of Nailed Wooden Boxes". Had the purchasing agent who bought the boxes at an auction simply studied the illustrations in this guide or in the booklet "Perfect Shipping", the purchase would have never been made. The use of common sense instead of trying to put a feather in his cap, plus the valuable non-technical information and illustrations found in these two booklets would have spared him the embarrassment of a foolish buy.

Never before has there been published such a wealth of interesting non-technical, easy to understand, informative literature regarding proper shipping, claim prevention, modern labor and cost saving methods, and shipping department supplies. There is no excuse for even a shipping clerk or packing room foreman to remain ignorant of modern methods in packing and shipping, for manufacturers of shipping department supplies have had published for free distribution catalogs, hand books, and other instructive, illustrated literature, in which even the illustrations should enlighten the uninitiated in packing and shipping procedure as to modern labor and cost saving methods.

Foolish purchases, such as was called to the attention of the president of a metal products company by his traffic manager friend, are likewise inexcusable, since the railroads, container and shipping room equipment manufacturers have established laboratories, manned by expert packaging engineers that now offer expert assistance in solving packaging and container problems without cost. A visit to one of these laboratories by business executives would no doubt cause a greater appreciation for the shipping department.

That there are still all too many unappreciated and forgotten shipping departments, commercial agents of transportation companies and salesmen for shipping department supplies will bear witness.

In preparing this article, I have endeavored to present facts and cite cases to prove that:

I. A recent survey proves that hundreds of traffic managers are
(Continued on page 69)

ECONOMY IN MODERN DISTRIBUTION

3—The Forest Products and Paper Industries*

The Third of a Series of Nine Articles That Will Point Out What the Major Industries Are Doing in the Field of Distribution, and What Changes Have Occurred in Practices in Regard to Retailing and Wholesaling. The First Article, Appearing in the May Issue, Covered the Food Industries. The remaining Articles Will Consider the Following Industries: Chemical and Allied Products, Leather, Stone, Clay and Glass, Iron, Steel and Allied Products, Non-Ferrous Metals and Machinery.

By JOHN H. FREDERICK

Professor of Transportation and Industry School of Business Administration The University of Texas

THE manufacturers of various types of forest products whose 1935 sales to the primary channels of distribution were comparable with 1929 sales, showed a tendency to sell less direct to industrial users and through wholesalers and jobbers in 1935 than in 1929. (See Chart I.) Own wholesale branches, however, became more important as a primary outlet as did also direct sales to all types of retailers, including chain stores, and sales to household consumers.

Of this group of industries, the furniture industry shows some of the most significant changes in distribution practice comparing the primary channels used in 1929 with those employed in 1935. (See Chart III.) Besides manufacturers of the various types of household furniture this industry also includes those who make store and office fixtures which accounts for approximately 16 per cent of its first sales going to industrial users both in 1929 and 1935. This industry group shows a decided falling off in sales to wholesalers and jobbers, 22.1 per cent in 1929 and only 16 per cent in 1935, with almost a corresponding increase in direct sales to retailers. Sales to own wholesale branches increased as sales to own retail stores declined.

Furniture manufacturers have long used the distribution services of public merchandise warehouses in lessening distribution costs, particularly transportation charges, through the use of pool or consolidated cars. For example, one merchandise warehouse in San

Antonio, Texas, handles a large number of pool cars of new furniture from Chicago on which the less-than-carload rate on the individual shipments would be \$2.64 per 100 lbs. on some items and \$3.00 on others. By shipping in carloads of 18,000 lbs. minimum, the rate from Chicago to San Antonio is \$1.35 per 100 lbs. Where it is necessary to pool shipments in the warehouse cars for other Texas points, in order to make up the minimum tonnage, the additional charge is only \$6.93 per stop. The forwarding company at Chicago makes a charge of 20 cents per 100 lbs. for handling and loading cars. This gives a saving of approximately \$1.35 per 100 lbs. based on an 18,000-lb. minimum car after deducting 10 cents per 100 lbs. for handling at San Antonio. Comparable savings are possible on shipments handled in the same manner to other parts of the country.

The recent activities of the National Container Assn., the Container Testing Laboratories and the National Retail Furniture Assn. in the movement for carton packing of furniture will revolutionize the transportation of furniture and may make the public merchandise warehouse a more important factor in its distribution than it now is. Prepacking as a recognized furniture trade objective is less than 1 yr. old and the standards on which it is based were decided on less than 4 mos. ago, yet about 100 furniture factories are using it today. Briefly, the new method consists of the carton packing of furniture at the factories for shipment in such a manner as to require little or no refinishing before the articles can be displayed in retailers' salesrooms and

*Table and charts in this article are based on statistical material in the United States Bureau of the Census publication *Distribution of Manufacturers' Sales, Census of Business, 1935*, prepared under the direction of Dr. Frederick.

Comparison Between Channels of Primary Distribution Used for First Sales by Certain Manufacturers of Forest Products, Paper and Allied Products in 1935 With Those Used in 1929

INDUSTRY	PRIMARY CHANNEL OF DISTRIBUTION USED											
	Own Wholesale Branches		Industrial Users		Wholesalers and Jobbers		Own Retail Stores		Retailers		Household Consumers	
	Percent		Percent		Percent		Percent		Percent		Percent	
	1935	1929	1935	1929	1935	1929	1935	1929	1935	1929	1935	1929
Baskets.....	3.3	1.4	19.9	42.7	25.6	36.7	0.4	...	31.5	19.2	19.3	(b)
Furniture.....	4.3	3.2	16.9	16.0	16.0	22.1	1.8	3.8	59.0	52.3	2.0	2.6
Mirror and Picture Frames.....	...	1.8	3.3	4.9	20.6	30.7	0.5	2.2	73.4	57.4	2.2	3.0
Wood Turned and Shaped and Wooden Goods.....	3.1	5.9	44.5	42.7	36.9	39.8	0.5	0.6	13.5	11.0	1.5	...
Paper.....	7.8	3.7	51.8	48.3	38.8	45.9	...	...	1.6	2.1	...	...
Paper Goods.....	8.1	6.2	33.4	30.5	40.5	46.3	...	...	17.4	16.7	0.6	0.3
Paper Boxes.....	1.4	1.4	77.9	76.4	12.7	16.3	...	...	8.0	5.9	...	...
Cardboard.....	...	...	37.3	29.0	55.5	71.0	...	...	7.2	(d)	...	...
Envelopes.....	4.3	2.7	46.4	49.0	41.1	48.3	...	...	8.2	(c)	...	...
All Forest Products Industries.....	5.9	4.5	32.0	38.8	27.1	30.2	1.3	1.2	29.6	24.5	4.1	0.8
All Paper Industries.....	5.8	3.8	54.9	51.8	32.4	39.1	...	...	6.8	5.3	0.1	(a)

(a) Less than 1/10 of 1%.

(b) In 1929 the Census Bureau combined sales to household consumers with sales to industrial users because of incomplete reports.

(c) In 1929 the Census Bureau combined sales to retailers with sales to industrial users because of incomplete reports.

(d) In 1929 the Census Bureau combined sales to retailers with sales to wholesalers and jobbers so as not to disclose the operations of individual concerns.

CHART I

SALES OF MANUFACTURERS OF ALL TYPES OF FOREST PRODUCTS TO PRIMARY CHANNELS OF DISTRIBUTION • 1935 - 1929

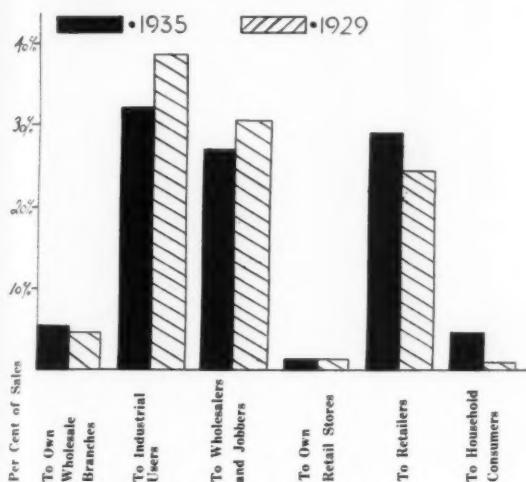
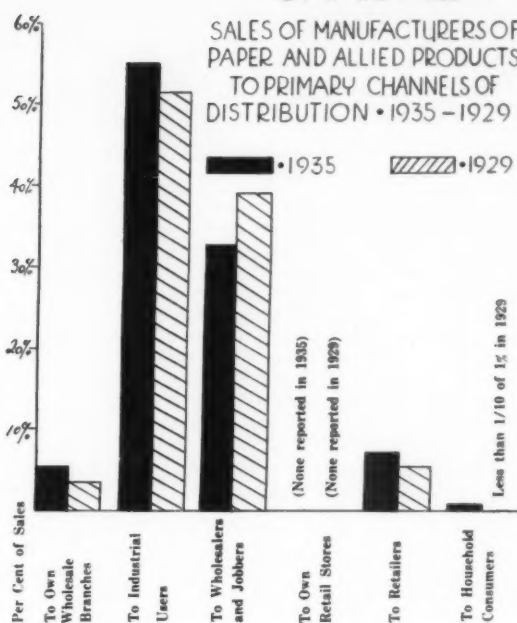


CHART II

SALES OF MANUFACTURERS OF PAPER AND ALLIED PRODUCTS TO PRIMARY CHANNELS OF DISTRIBUTION • 1935 - 1929



windows. Fibreboard containers are used instead of the time-honored and frequently wasteful crates. This development is in line with the tendency in the trade, indicated by a comparison of 1929 and 1935 distribution of sales figures, for more direct sales to retailers. It will mean that public merchandise warehouses will play the part often played by the wholesaler and jobber in this trade in years past—the holding of furniture in storage available for instant delivery to retailers. As less and less refinishing becomes necessary the part

played by the warehouse will be more important and less expensive.

Some in the trade go so far as to say that the day is not far off when the furniture retailer, instead of uncrating and refinishing transit marred furniture, will be able to make delivery to the customer in an original factory carton, right from the merchandise warehouse, with the only refinishing being a little dusting when the fibre covering is removed. For the manufacturer the cost of materials under the new pack-

CHART III

SALES OF MANUFACTURERS OF FURNITURE TO PRIMARY CHANNELS OF DISTRIBUTION

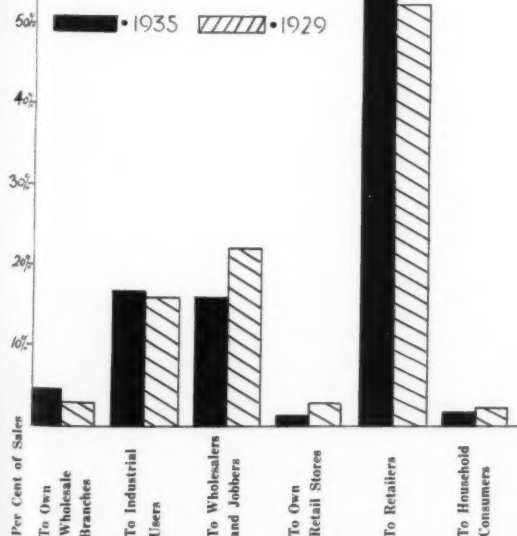
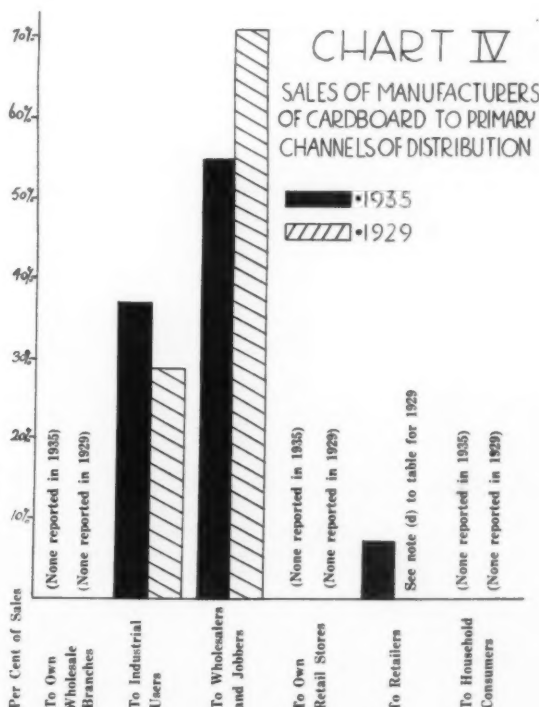


CHART IV

SALES OF MANUFACTURERS OF CARDBOARD TO PRIMARY CHANNELS OF DISTRIBUTION



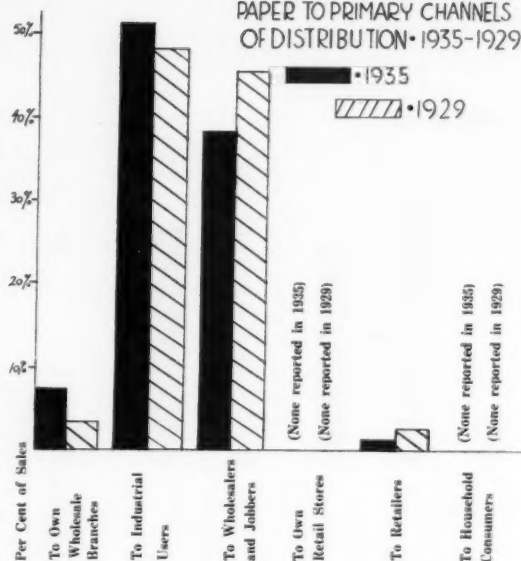
ing method averages out at about the same as the old crating system. There is, however, a saving in labor. For the retailer there are the benefits of lowered transportation costs due to the lighter weight of the cartons, lower unpacking costs, lower stock costs because of the increased possibility of manufacturers carrying stocks in strategically located public merchandise warehouses, lower repair costs and lower delivery costs.

When the sales of all the manufacturers of paper and paper products to their primary channels of distribution, where such sales were comparable both in 1929 and 1935, are studied (see Chart II) it appears that sales to industrial users still play the most important part, with these sales increasing in 1935. In this industry group we again find sales to wholesalers and jobbers declining in 1935 when compared with 1929. Sales direct to industrial users, to retailers, to household consumers and through own wholesale branches increased in 1935, compared with 1929.

Of the individual industries comprising the paper and allied products group the manufacturers of paper, which includes plants making all kinds of paper and paperboard such as newsprint, book, cover, writing, wrapping, tissue, and absorbent and building papers, shows an interesting change. Naturally most of the products of these plants go to industrial users and in 1935 we find sales to this outlet larger than in 1929. However, sales to wholesalers and jobbers and to retailers declined in 1935 while sales to own wholesale branches increased. (See Chart V.) This industry, particularly for newsprint, has long been a user of public merchandise warehouses. As sales through their own wholesale branches increase and sales through wholesalers decrease there will be an added necessity for manufacturer storage as close to points of consumption as possible due to transportation costs and other sales factors. The logical place for this storage is the public merchandise warehouse.

The cardboard manufacturers illustrate an interesting situation. These plants produce printer's cardboard, boxboard, fibreboard, display cutouts, lithographic mounts, etc., and most of their product passed through the hands of wholesalers and jobbers in 1929. But, in 1935 the proportion of first sales passing through

CHART V
SALES OF MANUFACTURERS OF
PAPER TO PRIMARY CHANNELS
OF DISTRIBUTION • 1935-1929



this channel declined sharply to 55.5 per cent from 71.0 per cent. At the same time, sales to industrial users direct increased from 29 per cent in 1929 to 37.3 per cent in 1935. (See Chart IV.) Here again is the case of stock carrying now being done by either the manufacturer or the industrial user, with probably not much of it by the latter. Any manufacturer in a position like this is one who should consider the possibilities for economizing on his distribution costs through the use of the facilities of the public merchandise warehouses of the country.

Flour Group Oppose Free Wheat Distribution

Opposition to the free distribution of wheat products was expressed in a resolution adopted unanimously by the National Association of Flour Distributors during the closing sessions of its twenty-first annual convention held at the Lord Baltimore Hotel, Baltimore. The flour distributors charged that such distribution had a detrimental effect on the regular channels of business and that much waste was entailed. Wheat products are one of the eight farm surpluses served without charge to relief clients by the Federal Surplus Commodities Corp.

The flour distributors declared in their resolution, passed unanimously, that "if no other remedy can be found than that in use, we approve the experimental stamp plan now in effect in Rochester, N. Y., with the recommendation that relief clients should have the choice of securing either flour or bakery products."

The flour distributors also unanimously opposed the imposition of processing taxes on grain or grain products, directly or indirectly. This resolution was aimed at the Wheeler bill and three other Federal bills now being pushed, in which the flour distributors declared "processing taxes are subtly hidden." The members were urged to oppose vigorously such impositions through their representatives and through consumer groups.

The flour distributors were told by Harry D. Elmore, regional director of the Federal Surplus Commodities Corp., who talked on the "Corporations Activities As They Affect the Distribution of Flour" that more than

9 per cent of the nation's population is now receiving eight surplus farm products from the Federal Surplus Commodities Corp. He declared that the Federal Surplus Commodities Corp., which buys surplus farm products and distributes them to the States for the use of the needy and the unemployed, has been distributing butter, eggs, dried beans, dried prunes, oranges, grapefruit, corn meal and wheat flour among approximately 13,000,000 persons.

It was pointed out to the flour distributors by Mr. Elmore that in the 11-mo. period ended May 1, an average of 6.7 lbs. of flour was distributed to each person each month. This means that more than 87,000,000 lbs. of flour was distributed, monthly, to those on relief and unemployed 13,000,000 persons served by the Federal Surplus Commodities Corp. It further means that those needy were given close to 1 billion lbs. of flour during the 11-mo. period.

One-Rate Level Wanted by Western Cannors

Dried fruit and canned goods shippers on the Pacific Coast are asking the U. S. Maritime Commission for a one-rate structure eastbound and westbound in the intercoastal trade. The Wine Institute of California and the Grape Growers Producers Assn. have asked for reduction of the intercoastal rate from \$1.49 per 100 lbs. to \$1.14. Representatives of these groups state that 9,000,000 gals. of wine are now in storage in California and that a lowered rate would be helpful in stimulating the marketing of this accumulation.

WATERWAYS AND TERMINALS

Many Foreign Ships Enter Great Lakes

THUS far, more than double the number of foreign flag ships have gone up the Great Lakes to American ports than did in 1938, according to Government figures. The Department of National Revenue totals show that up till May 25, there had been 31 freighters of all kinds from overseas to go to United States via the St. Lawrence, as compared with only 14 last year for the whole month of May.

Of those that went up stream, there were 26 Norwegian ships out of the total. There were 19 tramps and 7 Fjell liners. The three Dutch ships are all of the new Oranje Line. There was one Finnish ship and one Swedish. The Swedish tramp Anna has been seen on the Great Lakes before, but this is the first time that the Finnish flag has ever been seen in these waters west of Montreal.

The lake-ocean ships carry woodpulp, this having brought about a rate war. When the Dutch flag decided to invade the Great Lakes on a regularly scheduled basis, after some trial trips last year, they found the Fjell Line pretty well entrenched. In order to get more cargo, they solicited woodpulp from the Baltic, which had moved in smaller quantities before by foreign flag ships.

Quite a lot of it had gone to South Haven, Green Bay and other such points in vessels of the Norwegian America Line, or perhaps in ocean tramps, with transshipment overside at Sorel or Montreal. Now through rates were quoted, which cut out the ocean plus Canadian laker altogether.

So the business went to the little fellows from overseas, and as a result, more foreign flag ships of the tramp class, as well as the liners, have gone up the lakes this year for some time past. It is estimated that if the present rate keeps up, there will be at least a 100 per cent increase for 1939 over 1938.

Canadian firms earlier were disposed to go to the Government with this loss of what they considered their legitimate trade, but conditions on the lakes have changed from doleful to good, and, as a result, the Canadian lakers are doing pretty well.

Fort William Service

The Lakes Overseas Shipping Co., 308 North Michigan Ave., Chicago, announces its appointment as agent for the Abitibi Navigation Co. which, effective with the sailing of the steamer Wahcondah from Chicago on June 8, will establish a service to Fort William and Port Arthur and also quote through rates to Winnipeg and other interior Canadian points. Rates will be approximately 20 per cent under the applicable all-rail basis. Depending on cargo offerings sailings will be two or three times a month.

Railroads Ask 4th Section on Canned Pineapple

Transcontinental railroads have asked the I. C. C. to give temporary 4th section authority for the establishment of rates which will make rail handling of canned pineapples and pineapple juice from Pacific Coast points to Chicago, Milwaukee, St. Louis, Cairo, Memphis and Vicksburg, competitive with all-water movement from Hawaii. Temporary 4th section permission is sought inasmuch as Hawaiian shippers of these products are beginning to negotiate sales contracts and unless the

reduced rail rates are authorized the shippers will contract for the handling of that traffic by all-water routes to the destination points named.

The 4th section application asks that rates of 70 cents per 100 lbs. to Chicago and Milwaukee, 71 cents to Vicksburg, Cairo and Memphis and 76 cents to St. Louis be permitted. It is contended that canned pineapples and pineapple juice can be shipped from the Hawaiian Islands by steamers to New York and thence by barge canal and Great Lakes to Chicago and Milwaukee for

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69 cents per 100 lbs. or by steamer from Hawaiian Islands to New Orleans and thence by barge for 70 cents to Cairo or Memphis, 67 cents to Vicksburg and 75 cents to St. Louis.

The transcontinental proposal would make the 4th section rates applicable on straight carloads or when canned pineapples and pineapple juice are mixed with other canned goods.

The application stated that "a canvas of the receivers of canned pineapples has indicated that the proposed rail rates will result in a return of a substantial portion of the movement to rail carriers." The petitioners also declared that during 1938, 400,000 cases of pineapples moved into the Chicago area via all-water routes and

(Continued on page 57)

FROM The Capital

N. Y. Free Zone Attacked at Washington Hearing

PUBLIC warehousing interests in the Port of New York urged the Foreign Trade Zones Board at a hearing in Washington, D. C., June 7, to deny the application of the City of New York for additional facilities at Stapleton, Staten Island, foreign trade zone, or make the grant contingent upon adherence to terms of the original license.

Contending no economic necessity exists for construction of additional facilities at the free port, and that public warehousing is being emasculated through the conduct of the zone as an ordinary warehousing operation, representatives of operating companies, civic organizations, and organized warehousemen joined in the protest.

Under a \$1,638,500 construction program, the city proposes to extend the existing gatehouse, construct a general utility building to provide space for dry storage, cold storage, and merchandise manipulation, and erect a vegetable oil and marine animal oil tank and pump system. The city intends to finance part of the project, appropriating \$389,500. The balance, \$1,249,000, will be secured from the Works Progress Administration to cover labor and material costs.

Opponents also protested on the grounds that new construction should not be carried out until the \$3,500,000 construction provision contained in the original grant for operation of the zone is completed.

Warehousing interests advanced the competition complaint against the city-operated zone through A. Lane Cricher, counsel of the American Warehousemen's Assn.

Discussing the competitive element, Cricher said he visited the Stapleton free port recently and found large quantities of marumuru and babassu kernels, cocoa beans, and woodpulp in storage, and that none of these commodities is dutiable, which is contrary to provisions of the statute which specifies that the zone shall be operated for the repacking, examination and redistribution of dutiable goods.

The attorney charged the cocoa beans were stored at one-half the rate charged by private warehousemen, and that the rates on the other commodities were less than half.

"Clearly the point is," Cricher said,

"that the zone purposes have turned out merely to be ordinary warehousing operations. Private business is being emasculated. You have a direct duty which we believe you should carry out, and that is, that no new construction of any kind be permitted within this zone until this competition with private industry is eradicated. Under the existing law and the terms and conditions of your grant, you can, if you will, correct this subversion of zone purposes. This we submit you should do."

Cricher asserted the original grant included the "privilege" of certain construction within the zone, and insofar as the new construction is supposedly not a part of that construction, additions should be denied and the terms of the grant enforced.

"We submit that neither the construction privileged, or required, if that is the way you interpret it now, the additional construction now sought by the grantee, is now required; it is unnecessary and uneconomic, and no private business would invest 10 cents in such a venture today," he told the Board.

Asserting there has been failure to show economic justification for new construction, Cricher requested that action on the application be deferred pending decision by New York courts on the study of operation of the zone by the city.

The warehousing representative submitted records compiled by the Bureau of Census to show the trend of warehousing business, bonded and free. These reports for the metropolitan district revealed a 66.3 per cent occupancy of space, and "this means that less than 50 per cent of the space upon which goods can be piled is now occupied," he said.

Stronger proof that no economic necessity exists for additional facilities within the Stapleton port is the fact that the city does not propose to finance the project with its own money, but will receive a federal grant three times the amount the city will contribute, the attorney pointed out.

Discussing the proposal to establish new refrigeration and fumigation facilities at the free port, Cricher said this was another example of unneeded services. He stated that of five available fumigation facilities within the port area, one shut down because of lack of business; another had devoted its space to other channels due to lack of business on imported commodities; and the remaining three plants have found the volume of business offered to be insufficient to utilize facilities to capacity.

The representative filed with the

Board a copy of its suit seeking relief from alleged illegal operations at the Stapleton zone and asked that action on the application be held in abeyance pending the outcome of the test. He made the following three-point recommendation to the Board:

1. That non-dutiable merchandise, except for the purpose of mixing with dutiable merchandise, should not be accepted within the zone.
2. That trans-shipment and re-export business be the primary business of the zone.
3. That the rates and charges within the foreign-trade zone should be on a basis equal to a minimum of the cost of providing the services and making available foreign trade advantages.

Albert B. Hager, of Brooklyn, member of a special committee of the Citizens Budget Committee, argued that the zone at Stapleton is being operated for the storage of duty-free commodities in direct competition with privately-owned warehouses and at the expense of the taxpayers.

Harry L. Gutter, representing Harbor Tank Storage Co., Inc., specializing in the storage of oils, argued that erection of additional vegetable and marine animal oil storage tanks must be justified as to desirability or necessity on either or both of the following grounds:

1. That existing facilities for domestic storage purposes, as such, in the area served by the Zone are inadequate, or,
- (2) that there is such demand arising out of trans-shipment and re-export as to require additional storage facilities for these purposes.

He contended that it was impossible to show such need, holding that with private bulk oil storage facilities in the harbor amounting to 286,500-tons capacity, only 50 or 60 per cent of the capacity is being utilized.

"In other words," Gutter said, "it is now sought to superimpose upon the 40 per cent or more of unused vacant storage space in the harbor of New York area now available for vegetable oil storage purpose capable of storing at least 286,500 tons of such oil, additional storage capable of storing 11,000 more tons of such oil, so that mathematically the necessity of storage space as such, with reference to trans-shipment or re-export is minus zero."

"It should be borne in mind that the primary purpose of a foreign trade zone is intended to be the facilitation of trans-shipment and re-export and not to add to the already existing domestic storage facilities."

"It is apparent that the entire background of foreign-trade zone legislation was the desire to aid and facili-

tate foreign commerce. Nowhere does it appear that it was contemplated that a foreign-trade zone be used for domestic oil facilities."

Frank Henderson, president of American Dock and Pouch Terminal, and chairman of the foreign-trade committee of the American Warehousemen's Assn., informed the Board that in his opinion, practically all merchandise stored at the zone is merchandise imported for domestic consumption and in a large proportion free of duty.

"The zone is, therefore, in direct competition with established warehousemen who are paying federal, state and municipal taxes, but who will find it difficult to continue if the activities of the zone are enlarged upon, or its facilities increased," he asserted.

W. E. Hegeman, vice-president of the New York Terminal Warehouse Co., informed the Board that under present operation of the zone, with the entire cost of upkeep of the facility borne by the City of New York, it is clear that below cost warehousing operations can be, "and I believe no one can deny that they are being carried on."

In summation, he said: "The present policy and operation of Foreign Trade Zone No. 1 is not sound—it was never contemplated in the law—and we respectfully submit that it is your duty to correct this situation."

N. Y. Citizens Group Opposes W.P.A. Funds

The Citizens Budget Commission in a letter to Harry L. Hopkins, Secretary of Commerce, has urged him to deny New York City's application for \$1,249,000 in W.P.A. funds for improvement and reconstruction work at the Foreign Trade Zone on Staten Island. The letter states:

"This Foreign Trade Zone is now being operated for the storage of duty-free commodities in direct competition with privately owned warehouses in the Port of New York and at the expense of the taxpayers. This type of operation is directly contrary to the purpose of a Foreign Trade Zone, which is to facilitate and minimize the expense involved in the importation of dutiable goods which have to be processed or repacked for re-exportation.

"The facilities now existing at this Foreign Trade Zone are ample for the purpose for which the zone was organized. It is generally known in the trade that not more than 50 per cent of the facilities of the existing privately owned warehouses are now in use.

"This commission is opposed to the expenditure of public moneys, whether those of the Federal Government or of the City of New York, for the expansion of the present facilities of the Foreign Trade Zone, which can only result in providing further unfair competition with private industry of the City of New York."

The application will be passed upon by the Foreign Trade Zone Board of the Department of Commerce.

Congressional Study of Freight Forwarding

Senators Burton K. Wheeler and Clyde M. Reed have joined in the introduction of a resolution calling for Congressional study of the freight forwarder situation, carry-

ing out a tacit agreement arrived at during debate on the national transportation act.

The resolution, which is self-explanatory, reads:

"Resolved, That the Committee on Interstate Commerce, or any duly authorized subcommittee thereof, is authorized and directed to make a full and complete investigation and study with respect to (1) the nature and legality of the methods now employed by common carriers by railroad subject to the Interstate Commerce Act for the handling of their express traffic, their forwarder or consolidated carload freight traffic, and their freight traffic in less-than-carload lots, and (2) the possibility of improving the methods of handling such classes of traffic in the interest of economy and of better service to the public. The committee shall report to the Senate, at the beginning of the next regular session of the Congress, the results of its investigation and study, together with its recommendations, if any, for legislation.

"For the purposes of this resolution, the committee, or any duly authorized subcommittee thereof, is authorized to request the Interstate Commerce Commission and any of the executive departments or other agencies of the government to furnish to it clerical and expert assistance in the conduct of, and any information in their possession with respect to matters within the scope of, such investigation and study."

Andrews to Fight for Control

Elmer F. Andrews, Administrator of the wage-hour law, will fight to retain the limited control of his Division over labor standards in the trucking industry, and to beat back legislative attempts to declare employes in the warehousing business beyond the reach of the Fair Labor Standards Act.

Andrews has predicted a drive by each group, among other interests, to amend the law by negating its effect upon trucking company workers and persons employed in or about warehouses.

"The Social Security Act, the Wagner Act, the Wage and Hour law, together form the charter of industrial and economic democracy for the wage earners of the Nation; but I want to warn that these 3 acts are in danger of being mangled by lobbies which, knowing the acts are here to stay, seek, by flank attacks, to chop these laws to pieces," Andrews recently declared in a public statement.

Following conferences with friendly members of Congress, he announced amendments to the law exempting all truckers and all em-

ployes of warehousemen have been drafted for insertion at an opportune moment.

Andrews concedes the jurisdiction of the I.C.C. over hours worked by truck drivers, but points out that such control as exists in the I.C.C. is predicated upon the idea of promoting highway safety and therefore has no application to helpers on trucks or other employes of the highway transportation group. He is not concerned about wages in that field of employment because pay is universally higher than the maximum he is permitted to fix.

Warehousing, in his considered opinion, is a proper field for application of the wage-hour law. His attitude is that warehouses are "necessary to commerce," and consequently a part of interstate commerce.

Andrews' warning continues: "If the precedent is ever established of excluding large numbers of employes from this act merely because of the demand of employer pressure groups, no worker covered by the act can long expect to receive its benefits. Such a legislative reward would always be an invitation to other employer pressure groups to secure a similar exemption for their workers. Moreover, if the Federal Government removes the protection which hundreds of thousands of workers are now receiving from this law, the example would be cited in turning the heat on state laws regulating minimum wages and hours of work for employes."

Household Goods Trucking Costs Needed

As a preliminary step to establishment of minimum rates for household goods trucking, the Household Goods Carriers' Bureau has sent to all known members of the industry questionnaires designed to furnish data on costs and revenues in this field of transportation.

"Developments have created a condition of rate confusion which, unless speedily corrected, will plunge the household goods industry into complete chaos and bankruptcy," executive secretary J. F. Rowan warned in a message accompanying the blanks.

He discussed the nationwide study of tariff methods conducted last year and the report of Examiner Alpin, now being considered by the I.C.C., and he predicted early issuance of an order requiring immediate correction of tariff abuses and injurious trade practices. Such an order, Rowan said, will be but a primary approach to a general rate investigation which the Bureau will seek in an effort to fix a floor beneath which no rates would be permitted.

Personnel

C. E. Pierce has succeeded E. E. Hughes, for the past 15 yrs. in charge of the evaporated milk division of Armour & Co.

H. M. Overmyer, president of Merchants & Manufacturers Warehouse, Toledo, Ohio, has been elected director of Associated Warehouses, Inc., to fill the vacancy created by the passing of the late Walter J. Northup. The Executive Committee of Associated Warehouses, Inc., held its semi-annual meeting in Chicago last month.

Jefferson C. Church, who recently resigned as tariff consultant of the Household Goods Carriers' Bureau, has taken charge of the new Washington, D. C., central executive office of the Independent Movers' and Warehousemen's Assn., located at 301 Star Bldg. Mr. Church has been appointed executive national secretary.

Dilworth S. Woolley, vice-president and general manager of the Redman Van and Storage Co., Salt Lake City, Utah, was elected president of the University of Utah Alumni Assn. Before entering the warehouse business, Woolley was well known in advertising circles in Salt Lake City and Utah.

Joe Massaglia, owner of the Berger Warehouse & Transfer Co. building at 312 North First St., Albuquerque, N. M., will repair the structure to conform with the city building code. A building permit to that effect was issued last month. The building was gutted by a \$75,000 fire in April.

F. E. Vigor, manager of the Ashland, Ky., division of the American Rolling Mill Co., Middletown, O., has been named general transportation superintendent.

Henry M. Burgeson has become general sales manager of the Lyon Van & Storage Co. in California. He started his warehouse career with the Drexel Storage and Transfer Co., Chicago, of which he was one of the partners. From there, in 1922, he moved to Los Angeles, and was president of the Wilshire Storage Co. until



Henry M.
Burgeson

1933, when he became sales manager for Bekins, which position he held until the time he started with the Lyon company. Mr. Burgeson has been active with the N.F.W.A., being chairman of national committees, in charge of sales promotion and transit insurance. He is a past president of the Pacific Coast Warehouse Assn. At the present, he is vice-president of the Board of

Public Utilities of the City of Los Angeles, and has been a member of the board for 13 yrs. He is also president of the Sales Managers Assn. of Los Angeles.

W. E. Fowler has become general traffic manager of the Youngstown Sheet and Tube Co., Youngstown, Ohio, succeeding A. C. Graham, who has voluntarily retired from active service, after over 37 yrs. in the service of that company. Mr. Fowler has spent the last 25 yrs. in various phases of rail operation and traffic problems. He retires from the presidency of the Pittsburgh, Lisbon and Western Railroad and Youngstown and Suburban Railway. Mr. Graham will, as health permits, be used by the company in a consulting capacity.

Craig Johnston has been appointed acting traffic manager of the Baldwin Locomotive Works and subsidiary. W. J. Kelly, formerly traffic manager, has been appointed manager of industrial relations.

E. T. Hamilton, of RCA Victor, has been appointed manager of all warehousing and shipping activities at Camden, N. J. Mr. Hamilton continues as manager of Materials Control.

Samuel F. Houston, president, the Real Estate Trust Co., Philadelphia, has been elected to a new office—chairman of the board—of the Pennsylvania Sugar Co. The office was created at the annual meeting of the stockholders, through an amendment to the bylaws.

Forrest A. Cameron, traffic manager, W. F. Schrafft and Sons, Charlestown, Mass., has been elected chairman of the traffic committee of the National Confectioners' Assn. of the United States. A. E. Hueneryager, traffic manager, Zion Industries, Inc., Zion, Ill., is vice-chairman-secretary.

F. L. Hart, Cleveland assistant branch manager, has become the Buffalo, N. Y., manager of the Kraft Phenix Cheese Corp., succeeding A. W. Sigmund, promoted to central division sales manager of the bulk cheese department, headquarters, Chicago.

J. M. Cooper has been appointed district sales manager of the National Biscuit Co. in the Philadelphia area.

H. M. Hamilton, Dallas, Tex., recently took over the duties of traveling freight agent with the Newtex Steamship Line. Mr. Hamilton has been connected with some of the larger railroads, and the Clyde-Mallory Steamship Line. His headquarters will be in Dallas, and he will be in charge of the North Texas district.

James R. Hammall has been appointed traffic manager at St. Louis, Mo. for the United Drug Co. He succeeds Clement A. Schmidt who has been appointed general traffic manager of the company at Boston.

Luckie B. Waller has been appointed sales manager for the Bekins Van & Storage Co. He has been with that company for 9 yrs. and was formerly traffic manager and operations executive with the McClintock Storage Warehouse Co., San Diego.

James Sanders will assume the managership of the Bekins Long Beach branch.

Fruehauf Trailer Co., has announced the following changes in its organization:

Frank Tully, for many years, manager of the Cleveland branch, has been promoted to regional manager over Texas, La., Miss. and Ala.

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Warehousing in Japan

Storage Practices Different There Than in Other Parts of the World. Insurance and Storage Charges Are of Particular Interest

By JACQUES C. MAGUIE, O.S.D.

JAPAN has made enormous achievements industrially and commercially during the past 10 yrs. Endless lines of motor trucks, mostly military and cargo, and thousands of plants greet one on a short trip to the country or suburban districts.

We might not agree with this nation's political aspirations, we can and should condemn the undercurrent and unexplainable callousness and animosity towards foreigners, but we must pay attention to the achievements which in such a short period have transformed the oasis of endless small islands into one of the world's most successful industrial countries.

It is not therefore surprising that Japan is penetrating all corners of the world with cheap manufactured goods. As a result, a large number of vessels are congesting the ports of Japan. During my stay at Yokohama I have counted 34 vessels of which only 6 were under a foreign flag. The largest part of the shipments are going to China.

Japan's political and economic life is at present being dictated and controlled by the army in conjunction with a very few leading industrialists and bankers. The war with China is not popular with the rank and file of the people, especially those in the cities and on the farms.

Largely because of intensified control measures, 1938 was another period of business difficulties and uncertainties, but the final results of the year's transactions were better than expected. The general economic structure has not been seriously impaired by the strain of 20 mos. of military activities. Foreign trade actually showed an export excess for the first time in 20 yrs. and industrial activity has been greatly expanded.

Unemployment offered no serious problem, labor disputes were practically non-existent (although in March of this year, unemployment was shown as 180,000), and living conditions had not been severely disturbed.

On the other hand, export commodity prices had advanced to a non-competitive level, national bond purchases had drained business of a good percentage of its liquid assets and foreign trade had suffered a 21 per cent loss with exports to foreign currency countries falling by 38 per cent. Furthermore, gold reserves and foreign currency securities had dwindled to a very low figure. While there was a positive tendency towards inflation, this did not reach a dangerous level due to effective control measures.

Japan-American trade ebbed to the lowest level since 1934, the total being less by 29.7 per cent; exports by 33 1/3 per cent and imports by 29.7 per cent, compared with 1937. The Yen 490,000,000 import excess was 22.4 per cent below that of 1937. The United States took 72 per cent less in value of Japan's vegetable oils, 12 1/2 per cent less of raw silk, 93 per cent of cotton textiles, 30 per cent of silk textiles, 62 per cent of rayon textiles, 80 per cent of knitted goods, 62 per cent of hats and caps, 63 per cent of toys, and 49 per cent of marine products.

Our sales to Japan of raw cotton fell off 61 per cent,



Jacques C. Maguite, in the Far East securing news for DandW

tobacco 81 per cent, pulp 67 per cent, lumber 67 per cent, synthetic colors 84 per cent, automobiles 40 per cent, iron and steel 66 per cent, and scrap iron and steel 56 per cent.

Japan increased her purchases of our mineral oil by 26 per cent, copper 2 per cent, and aircraft and parts 500 per cent.

Warehousing

Since transportation is an important factor in the success of warehousing in Japan, an expansion of the one calls for the expansion of the other. In Japan it was the development of transport facilities in the days of Meiji which gave rise to the modern warehousing business.

Warehouses of kinds have always existed. Emperors in olden times kept rice and cereals in warehouses for military purposes. Later, cereals were kept to provide for the relief of the people in case of poor crops, but in either case, the warehouses were used for military or political, not commercial, purposes. When the Tokugawas came to rule the country as Shoguns about 300 yrs. ago, both Yedo (now Tokyo) and Osaka became great cities where trade and commerce flourished. Ocean transportation developed and many feudal lords came to reside in these cities. They brought with them the agricultural products of their districts and stored them at their residences, which in a sense, became public warehouses. The produce was sold by public tender and to the successful bidder a memorandum was given against receipt of payment in cash. This memorandum was equivalent to our present warehouse receipt and the holder was authorized to keep his cereal in the warehouse for the time stipulated. Loans were often raised with these memoranda as collateral.

After the Restoration, the development of commerce and transportation started many warehouses in business. The first to operate on a modern basis was the Soko Kaisha in Fukagawa, Tokyo. This was established in 1881 with a capital of 65,000 yen. Dissolution took place 3 yrs. later. In Osaka, the Konoike family organized in 1882 the Osaka Soka Kaisha with a capital of 200,000 yen. The next year, the Sanbashi Kaisha was organized in Kobe; in 1884 came the Otsu Soko Kaisha in Otsu, Miye Prefecture. In 1886, the Tokyo Soko Kaisha, Ltd. was founded by the Iwasaki family. After that year little organizing took place until after the Sino-Japanese war, when, with increased foreign trade and improved transportation by land and sea, the number of warehouses increased rapidly. In 1906, over 530 people were engaged in the warehouse business, either on private account or on an incorporated basis.

Warehouse Area

At present the warehouse companies own 96 buildings, the total area of which is 758,667 tsubo, or 4,552,002 sq. ft., a tsubo being equal to 6 sq. ft. Classified according to the type of construction, the area is as follows:

Buildings	Area
Reinforced concrete	145,149 tsubo
Other concrete	61,527
Brick or stone	121,930
Storehouse type	93,674
Iron frame and iron plate	58,848
Covered with zinc sheets	192,192
Wooden	87,347
Total	758,667

Insurance

All warehoused goods are insured against fire. At present, the custom in Japan is that the warehouse companies become, on their own account, insurers of the goods for the customers, who, therefore, get the benefits of insurance without going to the trouble of insuring them themselves, a custom which differs from that in Europe and America. According to the Japanese system, therefore, when the warehouse companies issue warehouse receipts, they are required by law to insert the fire insurance clause in the receipts. Accordingly, transactions made through warehouse receipts will also settle questions connected with fire insurance, a case which is not so in Europe and America.

Storage Charges

Storage charges are calculated on a combined ad valorem and weight basis. Therefore, when the price of an article declines the storage charge declines also. Different ad valorem rates exist for various classes of goods and the same is true of the charges by weight, the extent of responsibility of the warehouse company and the importance of any particular goods to the public at large being taken into consideration. For instance, rice is a necessity of life for the Japanese, so the rate is very low. For weight or measurement goods are divided into 60 classes.

Business Characteristics

In Japan, there are numerous warehouses called "Producer's Warehouses." Actually, such warehouses are agricultural produce storehouses, places where seasonal commodities can be collected and stored until the market can absorb them at fair prices. The farmers are thus protected and assistance can be rendered them through the arrangement of credits, a duty undertaken by the warehouses. Besides protecting farmers from severe economic competition the warehouses are valuable nationally for promoting the policy of self-support and efficiency in concentrating foodstuffs. Rice and cocoons are the chief commodities handled. In 1937, associations which owned warehouses of this class numbered 2,894, of which 2,812 were controlled by industrial concerns located in various districts while the rest were managed by village, town or county agricultural associ-

ations. There were 5,345 warehouses, covering 241,584 tsubo, and holding 16,618,924 bags of rice and 3,553,425 cans of cocoons.

From the latest Japanese sources—The compilation of a statistical table showing the relations between commodity prices, wages and cost of living in Japan in 1938 was recently completed by the Social Bureau of the Japanese Ministry of Public Welfare. Originally intended to give valuable guidance to the Japanese government in the operation of wage control ordinance on the basis of the low-price policy, the table throws interesting light on the rising trend of commodity prices, cost of living and wages in Japan during the last few years, particularly just before and after the commencement of the Sino-Japanese war.

It is revealed that while wages have increased very slowly and steadily, the rise in the prices of commodities and cost of living in general in Japan have been nothing short of phenomenal.

According to the statistical table, the commodity price index on the basis of 100 in 1933 stood at 99.0 in 1934; went up to 104.1 in 1935, steadily rising to 109.4 in 1936; but jumped to 129.9 in 1937 when the Sino-Japanese war broke out in the latter part of the year; and to 147.2 in 1938.

On the other hand, the wage index surveyed by the bureau on the same basis stood at 100.4 in 1934, 101.9 in 1935, 102.0 in 1936 and 107.0 in 1937 and 114.4 in 1938, the upward tendency being very slow and gradual.

Except perhaps in the heavy munitions industries, it is clear that the rise of wages in Japan is being greatly outdone by the sharp advance of cost of living influenced by increased commodity prices.

U. S. to Broaden Trade Treaties with 6 Nations

Trade agreements with six nations, involving over 800 million dollars in U. S. foreign trade, will be reopened shortly for the purpose of negotiating new and expanded pacts as Secretary Hull begins the 6th yr. of his trade program. The nations are France, Belgium, the Netherlands (including the Dutch East and West Indies), Switzerland, Sweden and Finland. They all have trade agreements with the United States several years old.

The example recently set in the case of Canada is desirous of being followed. A new agreement was negotiated with Canada expanding the reciprocal tariff reductions contained in an old accord. Cuba likewise has reopened her agreement, and negotiations for a new and broader one are under way.

The disappearance of Czecho-Slovakia is one outstanding reason for re-negotiating with some countries. Several nations, particularly Belgium, manufacture goods similar in type and quality to Czech products. Since Czech goods, now being German, must pay the old Smoot-Hawley tariffs, plus 25 per cent counter-vailing duties, exports of many products of other countries to the United States are increasing.

Name	Year Est.	Other Warehouse Authorized Capital	Companies Paid-Up Capital	Place Where Located	Head-quarters
Mitsubishi Warehouse, Ltd.	1886	¥10,000,000	¥10,000,000	Tokyo, Yokohama, Kobe, Osaka, Moji	Tokyo
Toshin Warehouse Co., Ltd.	1909	15,000,000	12,500,000	Tokyo, Yokohama, Kobe, Osaka, Moji, Nagoya	Tokyo
Sumitomo Warehouse Co., Ltd.	1925	15,000,000	15,000,000	Tokyo, Kobe, Osaka	Osaka
Toyo Warehouse Co., Ltd.	1926	6,000,000	3,500,000	Yokohama, Nagoya, Ichinomiya, Tsushima and Tayohashi	Nagoya
Teikoku Zanshi Soko Co.	1926	3,000,000	750,000	Tokyo, Otaru, Moji	Tokyo
Shibusawa Warehouse Co.	1919	2,000,000	2,000,000	Tokyo and Yokohama	Tokyo
Koa Kogyo Co., Ltd.	1919	10,000,000	10,000,000	Tokyo	Tokyo
Tokyo Warehouse Co., Ltd.	1904	750,000	625,000	Tokyo	Tokyo
Teikoku Soko Unyu Co., Ltd.	1907	2,000,000	2,000,000	Yokohama	Yokohama
Yokohama Warehouse Co., Ltd.	1906	3,800,000	1,748,000	Yokohama, Osaka and Shimonoseki	Osaka
Naniwa Warehouse Co., Ltd.	1931	3,000,000	3,000,000		
Holm Bros.					
Nickell & Lyons, Ltd.					

THE PARADE OF

New Products

A \$3,500,000 Chicago paper plant employing 500 will be built by the Waterway Board and Paper Co. which has purchased from the International Paper Co. the property at Kedzie Ave. and 32nd St., formerly known as the Waterway Paper Products Co. The property covers about 12 acres and has rail and water facilities. Products to be made include boxboard, cartons, folding boxes and paper specialties. It is planned to install four paper machines having a total capacity of about 600 tons daily. A. B. Geiger, president of the W. F. Hall Printing Co., is chairman of the board of the Waterway Board and Paper Co.; E. M. Mendelson is president and D. H. Mendelson is secretary-treasurer. The last two were owners and operators of the predecessor company, Waterway Paper Products Co.

Lamont, Corliss & Co., New York, has purchased the Siren Mills Corp., Chicago. The Siren plant is being dismantled and the production and laboratory equipment transferred to Fulton, N. Y. The Manhattan plant continues in operation, for the time being, at least.

Metal Textile Corp., Orange, N. J., is marketing a new product, Metex, a woven metal pad made of pure nickel continuous ribbon, for use in scouring the surfaces of food processing equipment.

Barrett Co., Philadelphia, chemical products, plans one and multi-story addition for production of synthetic phenol, used in plastic manufacture. Cost over \$250,000 with equipment. Company is a subsidiary of Allied Chemical & Dye Corp., New York.

Cuban Coffee Co., 1616 Southern Ave., Shreveport, La., plans one-story plant at Hoadley and Seymour Sts., for mixing, blending, roasting, storage and distribution. Cost about \$45,000 with equipment. It will replace a plant at first noted location recently destroyed by fire.

Central Soya Co., Decatur, Ind., soy bean oil products, has let general contract for one-story addition for expansion in processing department. Cost about \$45,000 with equipment. Another award was recently made by same company for one-story addition, for storage and distribution, to cost close to \$75,000.

Centennial Flouring Mills Co., Spokane, Wash., has approved plans for a large flour mill on local site. Cost about \$750,000 with machinery.

Joseph E. Seagram & Sons, Inc., 405 Lexington Ave., New York, distiller, has let general contract for multi-story addition to distilling plant at Lawrenceburg, Ind., for expansion in dryer division, also improvements in several plant units. Cost close to \$100,000 with equipment.

Bowers Battery Mfg. Co., Reading, Pa., electric storage batteries and parts, has approved plans for one-story addition to plant at Spring Valley, near Fleetwood, Pa. Cost close to \$85,000.

Lapeer Metal Products Co., Lapeer, Mich., recently organized to manufacture metal stampings, assembled metal goods, etc., has acquired former local building of Lapeer Trailer Corp., for new plant. It is proposed to have works ready for operation early in July.

North Coast Walnut Growers' Assn., Kelseyville, Cal., has asked bids on general contract for one-story and basement packing plant. Cost close to \$75,000 with conveyers, loaders and other mechanical equipment, including storage bins with capacity of 300 tons.

American Viscose Corp., 200 Madison Ave., New York, viscose rayon products, has let general contract for 5 one-story additions to branch mill at Nitro, W. Va. One of the units will be used for a machineshop, and others for laboratory and production service. Cost over \$125,000 with equipment.

Philco's dollar volume increased more than two and one-half times over the past year's corresponding period, while general radio sales were several hundred thousand dollars over those of the year before, with a like increase in automobile radio.

Loose-Wiles Biscuit Co., plans construction of a three-story and basement baking plant at Bay City, Mich., to cost more than \$75,000. Plans provide for a steel and concrete structure.

Formation by two of the largest groups of European vintners of a new American concern known as Wine Shippers Import Corp., a New York company, with headquarters at 40 E. 49th St., New York, is announced. Firms and wines now represented by the new company comprise Geisweiler & Fils, burgundy; Jose Ramirez & Co., sherry; Southard & Co., port; Colcombet Freres, Bordeaux, France, bourdeaux; Colcombet Freres, Chateau de Dracy-Le-Fort, France, vintage burgundy, and Brueninghaus of Mittelbergheim (Alsace), France, Alsatian vintages.

Crown-Willamette Paper Co., Camas, Wash., will take bids soon on general contract for four-story addition for expansion in paper-converting department, and roll storage and distribution division. Cost over \$100,000 with equipment.

Union Bag & Paper Corp., Woolworth Bldg., New York, plans two-story and basement addition to branch converting plant at Hudson Falls, N. Y. Cost over \$75,000 with equipment.

A. E. Staley Mfg. Co., Decatur, Ill., manufacturer of oils, starch and allied refined products, has authorized plans for two new units for soy bean oil production, consisting of a one-story structure for processing, and another for drying and preparation. Cost over \$500,000 with equipment.

U. S. Rubber Co. has effected an agreement with a Swedish manufacturing group, under which trademarked tires of the former will be produced in Sweden for that market. The agreement followed a long period of negotiations between U. S. Rubber and Gummi-fabriks A. B., owned by the Swedish firm Kooperativet Forbundet, largest producer of tires in Sweden. The agreement involves an exchange of engineers and other experts between U. S. Rubber and the Swedish company. In addition, a large part of the tire-building material to be used in fabrication of the Swedish-product.

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Factories ON THE MOVE

AMERICAN MOLASSES CO. will establish a Chicago manufacturing and storage plant. The company, which maintains headquarters in Brooklyn, N. Y., has leased two buildings containing 50,000 sq. ft. of floorspace at 330 to 348 E. North Water St., North Pier Terminal. Operations will get under way as soon as the installation of manufacturing and storage equipment has been completed. This will require an investment of about \$250,000. The Chicago plant will enable the company to serve the mid-west market more efficiently than formerly. R. S. Taussig, vice-president, has been manager of the company's sales offices in Chicago.

Gotham Silk Hosiery Co.'s finishing plant is to be moved from New York City to Philadelphia.

Union Premier Food Stores is adding Lebanon, Pa., Montclair, N. J., and Baltimore, Md., as new locations in its chain of self-service supermarkets, making a total of 44.

Timken-Detroit Axle Co., Detroit, has acquired plant and business of Delta Mfg. Co., Milwaukee, manufacturer of woodworking machinery and parts, and will operate as a unit of organization.

William Kirk and Alfred Draghi, Bordentown, N. J., operating a steel-treating works, have leased property at 35-57 Verona Ave., Newark, N. J., and will remove to new location and increase capacity.

International Harvester Co., motor truck division, Chicago, has asked bids on general contract for one and two-story factory branch, service and distributing plant at Cincinnati. Cost about \$250,000 with equipment.

General Tire Co. of New York, Inc., 642 W. 57th St., New York, has filed plans for extensions and improvements in four-story building at 829-35 Eleventh Ave., for a storage and distributing plant. Cost about \$100,000.

Continental Can Co., New York, has let general contract for new five-story and basement plant at Jersey City, N. J., for general production, storage and distribution. Cost over \$800,000 with equipment.

Standard Cable Corp., Jersey Shore, Pa., manufacturer of copper wire, cable and allied products, has acquired local building, formerly used as a textile mill, and will remodel for new plant. Cost close to \$70,000.

M. J. Grove Lime Co., Lime Kiln, Frederick Co., Md., plans new plant near Middletown, Va., comprising buildings for general production, kiln units, storage and distributing structures, powerhouse and shop, also development of rock properties in district for raw material supply. Cost over \$200,000 with machinery.

Southern Dairies, Inc., 60 M St., N. E., Washington, has approved plans for one-story milk-processing plant at Cambria, Va., with auxiliary structures. It will replace a plant destroyed by fire. Cost about \$100,000 with machinery.

Newton Robertson & Co., 1146 Albany Ave., Hartford, Conn., bakers, has asked bids on general contract

for new one-story plant at 750-60 Wethersfield Ave. Cost about \$75,000 with mixing machinery, traveling ovens, conveyors and other equipment.

Cooperative Refinery Assn., recently organized subsidiary of Consumers Cooperative Assn., 15th & Iron Sts., N. W., North Kansas City, Mo., plans new oil refinery at Phillipsburg, Kans., where site has been acquired, with steel tank storage facilities, pumping station, powerhouse and other structures. Cost close to \$100,000 with equipment.

Globe Oil Tool Co., Oklahoma City, Okla., oil well drilling tools and equipment, has leased one-story building to be erected on Liberty Road, Houston, Tex., for plant, removing from Oklahoma City and increasing capacity.

Magnolia Petroleum Co., Esperson Bldg., Houston, Tex., has plans for new gas repressuring plant at oil properties in Winkler County, Tex., with compressor station and other operating departments. Cost close to \$200,000 with equipment. Company is a subsidiary of Socony-Vacuum Oil Co., New York.

Chrysler Motor Parts Corp., Detroit, subsidiary of Chrysler Corp., has let general contract for one-story branch plant at San Leandro, Cal., where 10-acre tract was recently acquired, totaling close to 50,000 sq. ft. of floor space, for service, storage and distribution. Cost about \$150,000 with equipment.

Clarkiron Co., 20101 Normandie Ave., Los Angeles, Earl Reynolds, president, plans new iron ore-extraction plant on site now being selected near city, with powerhouse, machinshop and other mechanical departments. Cost in excess of \$500,000 with machinery.

Pacific Blow Pipe Co., N. E. Gilson & 11th Sts., Portland, Ore., has let general contract for new one-story plant on N. E. Flanders St. Cost over \$65,000 with equipment.

Great Lakes Carbon Corp., 30 Rockefeller Plaza, New York, recently organized by officials of Great Lakes Coal & Coke Co., same address, with main offices at 910 So. Michigan Ave., Chicago, will begin erection soon of new plant on 15-acre tract at 56th St. & Pine Ave., near city limits of Niagara Falls, N. Y., lately acquired, for production of carbon and graphite electrodes. Facilities will be provided for employment of about 150 men. George Skakel is president.

HOLLINGSWORTH & WHITNEY CO., 140 Federal St., Boston, Mass., bond kraft and other paper stocks, has let general contract for new kraft pulp and paper mill at Mobile, Ala., where large tract of waterfront property was acquired a few months ago. Plant will include powerhouse, machinshop and auxiliary mechanical structures for employment of about 1,000 persons. Cost about \$5,000,000.

Procter & Gamble Co., Cincinnati, soaps, washing powders, edible oils, etc., has let general contract for new branch plant at Quincy, Mass., where about 10-acre tract was recently acquired. It will consist of a main six-story unit and smaller structures, with power-

(Continued on page 64)

WE'VE HEARD THAT—

Storing Silks in Cleveland

Rag companies in Cleveland have a large stock of silk underwear, hosiery and other silk waste which they are storing for lack of a profitable market. They say that Japan, which has bought old silks for re-processing in the past, is not buying at present. This has forced the price down. A new process of making silk in the United States also has its influence. The rag companies, accordingly, have placed heavy stocks in storage.

Coal Sales Financed by Warehouses

According to George Brolin in the June 1 issue of the *Chicago Journal of Commerce*, financing of coal sales by field warehouse receipts is reported in coal circles to be increasing. Dock interests and large retail coal companies are declared obtaining capital to expand business by field warehouse receipts.

Sugar into Rubber

A rubber-like substance has been produced from granulated sugar as a result of an experiment performed by A. R. Wurtele, former lieutenant commander, United States Navy. He is the inventor of a sugar-cane harvester and was former chief engineer of the Federal Barge Lines. His plantation is at New Roads, La.

Observers declared the product, a black, spongy mass weighing almost 2 lbs., shaped into a ball, bounced almost 1 ft. off a hard floor. Wurtele states that the process is simple. Generally speaking, it consists of oxidizing sugar with nitric acid and mixing in turpentine, then polymerizing the whole with hydrochloric acid while continually stirring the whole mass. Beet sugar and sugar refinery wastes, it is stated, are also suitable in the process.

A New Plastic Compound from Sugarcane Bagasse

A plastic compound made from the lignin and cellulose of sugarcane bagasse, one of the country's important agricultural waste products, has been manufactured by chemists of the United States Department of Agriculture at the Agricultural By-Products Laboratory, Ames, Iowa. The chemists estimate that this new compound can be manufactured for less than half the cost of the cheapest synthetic plastic compound now on the market.

It is possible that other farm waste materials, such as cornstalks and straw from small grains, may be used in making plastics, the chemists report. They have in composition lignin and cellulose and can be made by the same process used with sugarcane.

Three processes have been used; first and the cheapest, is hydrolysis with acid; second, hydrolysis in the presence of aniline, a coal tar derivative; and third, treatment with sodium hydroxide and furfural. It is estimated that the cost under the first method will be slightly more than 2 cents a pound.

504,000 Boxes of Matches Go Up in Smoke

More than 10,000,000 matches are going up in smoke at the Indiana Terminal & Refrigerating Co., 240 So. Penna. St., Indianapolis, Ind. Workmen, under the direction of U. S. customs department, are destroying 504,000 penny boxes of Japanese matches on which the duty has not been paid.

The matches have been stored there for 3 yrs., awaiting removal by a New York company to which they were consigned. At the end of that time, the company had the option of paying the duty or permitting customs authorities to destroy them.

More Cigarette Brands

Though almost 1 billion more cigarettes were produced in the 9 mos. ending March than in the same period of the previous year, the increase was largely made possible by the popularity of new brands. Thirty-one American brands were responsible for a production of 123,700,000,000, compared with 122,809,000,000 for the previous period.

The 10-cent brands made real gains. Marvel, a 10-cent brand of Stephano Bros., Philadelphia, is said to be on a 5,000,000,000-a-year basis. In some markets, particularly the Mid West, Marvels lead the field, out-ranking even the "big three." Sensation, P. Lorillard 10-center, sold 4,000,000,000 in its first year.

The Camel brand continues in first place nationally, having some 26 per cent of the production. Lucky Strike is second with 25 per cent of the total, Chesterfield is third with 22 per cent and Philip Morris, with 10,000,000,000 or 6 per cent is fourth. Old Gold is fifth with less than 4 per cent.

1938 World Wheat Crop Sets New Record

According to economists of the Stanford University Food Research Institute, the world wheat crop harvested in 1938 approximated 4,479,000,000 bu., the largest on record. This exceeded the preceding record crop of 1928 by about 10 per cent.

Last August, when the so-called crop year of 1938-39 began, the world had on hand some 600,000,000 bu. of wheat. By August, 1939, that figure may approximate 1,145,000,000 bu. nearly double.

Rubber Consumption To Be Greater

A huge expansion in the rubber industry over the next 10 yrs. is predicted. World consumption will increase to more than 1,500,000 tons, or 50 per cent more than the 1937 peak.

The anticipated growth will result from new developments in aviation, plastics, and a multitude of other new uses for rubber, with the automobile industry remaining one of the major consumers for the immediate future. Rubber also is expected to be a dominating factor in solving the noise problem in large cities.

Among the new projects expected to contribute to increased consumption are sponge cushions and mattresses, cushions for railroad tracks, traffic markers, new flooring, furniture and packaging materials, plastics and latex garments.



LETTERS TO THE EDITOR

Institute Meeting at Chicago

MAY I take this opportunity of thanking you for the efforts you have expended in behalf of this movement. For over 10 yrs. previous to your first article, much talk but little action took place. Yet after less than 6 mos. since you took up the banner, 33 states have been enrolled in the crusade.

We feel that Illinois should be the leader because Chicago is the transportation headquarters of the world. Because, however, our ultimate aim is to have the Institute recognized on a national basis, we are content to wait until we see what action the national organizations take.

I might add that we are not in favor of the "Hill Resolution Plan" because this would delay action for at least a year. We are working out a bill which will be introduced in the next session of the Illinois Legislature. We hope that this bill will serve as a model in other states. We believe that any bill which is satisfactory to the thousands of Illinois traffic managers is almost certain to be approved by traffic men in other states.

This is not the time to rest on the oars because the current is strong against us. If we do not succeed in our present efforts we will find ourselves so far down stream that we could never hope to breast the headwaters again. We must all pull and we must pull together.—Geo. M. Stayart, Asst. to General Traffic Mgr., General Box Co., Chicago.

(Editor's Note)

On May 1, 1939, a group of about forty industrial traffic men from Chicago and vicinity met at the Great Northern Hotel to discuss and review the action being taken by various organizations and individual groups throughout the country as to the formation of an Institute of Traffic Management.

This meeting was for the purpose of obtaining the views of industrial traffic men on this subject.

F. A. Keeling, traffic manager of the National Color-type Co., addressed the group and set forth his ideas as to the formation of such organizations. He also related the action now being taken by various organizations and individual groups in other states.

The history of the British Institute of Transport, which is the professional traffic management institute of Great Britain, was reviewed.

Considerable discussion was had in connection with the possibility of the various traffic clubs sponsoring a professional institute of traffic management.

Progress of the plan for the organization of such a professional institute now before the Associated Traffic Clubs of America was reviewed.

It was the consensus of opinion of those present at the meeting that no definite action at this time should be taken, other than the appointment of a temporary committee to follow this matter very closely and to keep informed of the action being taken by all organizations throughout the United States on this matter. Further, to follow very closely the proposed plan now before the Associated Traffic Clubs of America, which will prob-

ably be disposed of at the June meeting in San Francisco.

Further, that the National Industrial Traffic League and the Association of Practitioners before the Interstate Commerce Commission have been asked to give this subject their consideration and recommendations and that no action should be taken until such time as those organizations have set forth their suggestions and recommendations.

A committee of seven (7) industrial traffic men was selected to carry out the program set forth. When they deem this matter sufficiently progressed a future meeting will be held to which will be invited all industrial traffic men in Illinois.

The committee selected consists of M. S. Allison, Federal American Cement Tile, R. V. Craig, Allied Mills, Inc., J. E. Paulan, Acme Steel Co., G. E. Riley, United States Gypsum Co., C. W. Stadell, Illinois Coal Operators Assn., G. M. Stayart, and G. G. Zorn, Sears, Roebuck & Co.

By-Laws of Missouri & Kansas City T.M. Groups Available

SPACE limitation does not permit in this issue the publication of the by-laws now on hand at the offices of *DandW* of the Missouri Society of Certified Industrial Traffic Managers and of the Kansas City Chapter of the same organization.

DandW will be glad to forward free of charge facsimile copies of these by-laws to all wishing same.

Oldest Lot in Storage Arrived in 1912

In our last letter to you, published in your June issue, we stated that the oldest lot in storage came to us in 1913. Since then, upon checking, we find another lot that came to us in 1912.

Another lot was placed with us in 1922, and two others in 1916. However, here is an oddity: two of these added lots pay storage 1 yr. in advance; another always 3 mos. in advance, and the other 6 mos. to a year in advance.

How do you account for these old-timers always paying and the new lots always being behind? Must be the "New Deal"—spending instead of saving.—W. H. Glanzman, manager, household goods dept., Yellow Van & Storage Co., Los Angeles, Cal.

Utah "Use" Tax before Supreme Court

Utah's 2 per cent "Use" tax, which is now 2 yrs. old, having been put into effect as a result of the enactment of a state law in 1937, is to be passed upon by the Utah State Supreme Court for its constitutionality. The tax is imposed on purchasers of goods or equipment outside the state, thereby placing those who buy in other states on the same basis as those who buy in Utah, where there has been a 2 per cent retail sales tax, which is paid by purchasers for several years. The "Use" tax hits, especially, large purchases brought into the state from the outside by consumers.

IN THE *Cold Storage* FIELD

Harvey Distributes Quick-Frozen Cooked Foods

Harvey's Frozen Foods, 1311 Burlingame Ave., Burlingame, Cal., is distributing quick-frozen foods, from soup to salad, to the retail trade. It recently opened a production plant at San Mateo.

The foods are packed in pint-sized waxed cartons, wrapped in cellophane. Under a special process in preparation, the cooked foods are "suspended" so that they can be reheated and served, having exactly the same appearance, flavor, and texture as when originally cooked. The most popular items in retail stores are creamed chicken, soups, roast turkey and dressing, Swiss steak, and beef stew. The Pan-American Airways is now serving fast-frozen fillet mignon steaks, French lamb chops, and individual roast squabs at the 8 p.m. meal on the westward flight of the giant clipper planes between San Francisco and Honolulu. On sailing days, frozen foods are two-thirds defrosted before being taken aboard the plane just before the departing hour of 4 p.m.

Places "Dawn Fresh" Frozen Foods on Market

The National Retailer-Owned Grocers, Inc., Chicago, is introducing through wholesale affiliates from coast to coast a complete line of frozen foods, including fruits, vegetables, fresh and salt water fish and poultry. The new line is to be marketed under the name of "Dawn Fresh Frosted Foods." The products will be packed in the areas noted for the finest varieties of each item.

Three sizes of frosted food merchandising cabinets are to be made available to retail dealers. While there are 21,000 retail outlets identified with the company, it is not expected that anywhere near the full number will handle the frozen food line, at least at the beginning.

\$8,000,000 Return on Birds Eye Investment of \$30,000,000

The June issue of *Fortune* magazine reports an estimated return of \$8,000,000 by Birds Eye to the General Foods Corp. out of an investment of around \$30,000,000. The publication states that \$11,650,000 was paid for the Birds Eye process.

A report from London, England, states that the recently formed Birds Eye Foods, Inc., will shortly start the distribution of quick-freeze foods in the United Kingdom. The company has made arrangements whereby Messrs. Chievers will be one of the producers of Birds Eye foods. Fruit and vegetables will be frozen first. Later fish, poultry and meat will be added. Harrods, Ltd., has been selling quick-frozen foods at London under the Chievers' label with considerable success. Birds Eye is expected to take over this outlet later. Products will be sold under a minimum price policy.

Federal Cold Storage Kansas City Plant

A \$5,500,000 terminal development in the Kansas City market district will include a cold storage building to be constructed by the Federal Cold Storage Co., subsidiary of the City Ice & Fuel Co., Cleveland.

The plant will be modern in every respect and will

feature sharp freezers, an egg-breaking facility and Zero lockers for storage of frozen meat, fruit, and vegetables, available for rental. Pipe line refrigeration will be provided throughout the market area and will be available to commission market houses.

Higher Price for Frozen Food Shipped by Barge

The experimental barge used jointly by the Tennessee Valley Authority and the University of Tennessee for the shipment last year of quick-frozen products made possible a market price of 4 cents a pound higher than that of the nearest competitor. It is also stated by Dr. R. Brooks Taylor, connected with the department of agricultural industries of the T.V.A. and consultant of the University of Tennessee experimental station, that were the barge to make but one trip during the season to St. Louis, Chicago, Minneapolis, Kansas City and Pittsburgh, \$9,000 would be saved over the next cheapest means of transportation.

The barge has a capacity of 350,000 lbs., but only 200,000 was loaded last year.

Victoria Firm Builds Its Own Quick-Freezing Unit

B. Wilson Co., Ltd., Victoria, B. C., a cold storage company established in 1900, has entered the quick-freezing business, handling a variety of fruits and vegetables produced on Vancouver Island under contract. The company began to quick-freeze produce last season and so successful did the experiment prove that it more than doubled its capacity this spring and expects to further expand next year. Last season's output was sold by the first week of April, this year, all finding a market on Vancouver Island. W. B. Wilson, head of the company and a son of the founder, told *DandW* that they are receiving inquiries concerning their products from the British Isles, Australia and New Zealand.

The company this year will be able to quick-freeze three-quarters of a ton of produce an hour, or very close to that figure. In addition, they are freezing up to 100 tons of strawberries for the Saanich, Vancouver Island, Fruitgrowers' Assn., the exact amount to be determined by weather conditions. The firm has built its sharp freezing unit on the premises. It's a direct-expansion ammonia unit with a circulating fan with vertical headers in the coils. This is a departure, it was explained, as most other plants have return bends with fin coil pipes. It was stated that the Wilson equipment is quicker, permitting the gas to bubble and get out of the liquor faster. The company has installed in the plant a Berlin-Chapman hydraulic elevator.

The Wilson company is freezing this season: peas, beans, asparagus, strawberries, raspberries, loganberries, cherries, corn and lima beans.

Oregon News

Klamath Ice & Storage Co., Chiloquin, Ore., plant has been sold to Ed Luderman, who will install cold storage lockers.

Terminal Ice & Cold Storage Co., Hillsboro, Ore., has let plans for construction of a 30,000 addition to its plant.

Has. Barrett, 208 Washington St., The Dalles, Ore.,
(Continued on page 87)

FROM THE

LEGAL

VIEWPOINT

Customer at Fault on Stolen Silverware

LEGAL EDITOR, *DandW*: About 2 yrs. ago we stored several containers of personal effects for a patron. Our driver did not inform us that the containers were not sealed or locked and, therefore, this fact was not called to our attention. A few weeks ago the containers were delivered to the patron who, soon afterwards, sued us claiming that several valuable articles of silverware were missing from the containers. Please supply me with new higher court cases to assist winning this suit.—**Sanes Fireproof Warehouse & Storage Co.**

Answer: It is my opinion that you are not liable for loss of any stored merchandise unless the patron gives testimony which indicates that the loss resulted from your negligence or that of your employees. Moreover, the owner of the goods is bound to prove that articles which are missing actually were in the containers when you accepted the same for storage. Also he must prove that these articles were missing when the containers were returned to him. Important legal questions are: (1) Did the patron use care to properly pack and lock the containers? (2) Were the articles in the containers when you accepted the same for storage? (3) Were the articles removed while the containers were in your possession? (4) Did the loss result from negligence of your employees?

A warehouseman is required by law to exercise an "ordinary" degree of care to safeguard stored goods. This means that he used the same care as would have been exercised by *other reasonably careful and prudent warehousemen* under the identical circumstances. For reference to higher court cases involving theft from trunks, boxes, barrels and other containers see 59 Pac. (2d) 299; 82 S. W. (2d) 253; 247 N. W. 733; 145 So. 403; 182 N. E. 341; 141 So. 360; 191 A. 536; 294 Pac. 436; 172 N. E. 687; 61 Pac. (2d) 510.

It is my opinion that failure of the customer to notify you that the containers contained valuable silverware is negligence on his part, which relieves you from liability. Some courts have held that unusually valuable articles should not be stored in the same containers with other ordinary articles, and if the customer does so he is negligent

and, therefore, not entitled to recover damages unless he proves that *gross* negligence on the part of the warehouseman resulted in the loss.

Selling Goods on Which Chattel Mortgages Exist

LEGAL EDITOR, *DandW*: We have a large number of storage accounts in our warehouse on which we have received stop orders from different loan companies. Some of

Mr. Parker answers legal questions on warehousing, taxes and related matters.

Send him your problems care of this magazine. There will be no charge for the service.

Publication of inquiries and Mr. Parker's replies gives worthwhile information to the industry generally.

these loan companies have also notified us that they hold a chattel mortgage on the goods. What we would like to know is, can we sell at auction the furniture of some of the above mentioned accounts which are delinquent after proper advertisement and service of registered notification has been sent to both the customer and the company holding the chattel mortgage? Can we be held by the loan company?

I will also appreciate it if you can tell me what is the right procedure for the disposal of storage accounts when the customer has failed to furnish us with her mailing address and no longer lives at the address last furnished us.—**Federal Storage Co.**

Answer: Various higher courts have held that a warehouseman cannot, without incurring liability, sell stored goods to secure payment of an overdue account: (1) If the mortgage on the goods, or the conditional contract of sale of the

goods, is properly recorded, or (2) if the warehouseman knows that a mortgage or conditional contract of sale exists, although the same is not recorded. This is the general law.

Of course, neither the holder of a chattel mortgage nor conditional contract of sale may avoid payment of storage charges if, before the goods were stored, he contracted or agreed with the warehouseman to pay the storage charges. Moreover, after the warehouseman receives information that the stored goods are incumbered he may file suit and request the court to compel the holder of the chattel mortgage, or conditional contract of sales, to assume full responsibility for storage, and other service charges, or relieve the warehouseman from further responsibility to keep the goods in storage without assurance that his charges will be paid.

One higher court held that after the holder of a chattel mortgage received a notification from the warehouseman, that the mortgaged goods were in storage, he was legally required to pay the storage and service charges from this date. Another higher court held that if the holder of a chattel mortgage gives his consent to a warehouseman to store the goods he is impliedly obligated to pay the warehouseman's charges. However, other courts hold that in order to be secured, the warehouseman should obtain a promise or contract from the mortgagee to pay the charges.

It is established law that if a warehouseman accepts mortgaged goods for storage, he is entitled to recover his charges from the balance above the amount due the mortgagee who foreclosed the mortgage and sold the goods to the highest bidders. If however the goods did not sell for more than the amount due the mortgagee plus the court costs the warehouseman cannot recover any payment from proceeds of the sales.

If a warehouseman sells mortgaged stored goods he may be heavily liable to both the owner of the goods and the mortgagee. However, if the goods are not incumbered and the warehouseman advertises the same strictly in accordance with provisions of the state laws, a recent higher court held that he complies with the law by sending the written notice to the last known address of the owner of the goods.

Not Liable When Lease Is Not Recorded

LEGAL EDITOR, *DandW*: The owner of a machine leased it to a person who placed it in our warehouse for storage. Since no charges had been paid us we sold it without knowing that it was owned by another. This owner now declares that we are liable for conversion. Are we liable?—**Keifer Storage Co.**

Answer: It is well established law that a warehouseman is liable for conversion if he sells property (1) which is mortgaged and whose mortgage is recorded; or (2) if the property has been stolen; or (3) if a mortgage, lease or sale contract on such property was not recorded, in any state or county, and before the property was accepted by the warehouseman for storage, the warehouseman received knowledge that the goods were mortgaged; or (4) if the warehouseman accepts for storage goods belonging to another and the goods are sold to secure payment of the charges without knowledge of the true owner.

Also, it has generally been held that the owner of goods can recover possession of the same, although he fails to prove that the person who possessed them had knowledge of the illegal procedure. However, the general law on this subject may be modified by special state statutes which define the legal rights of the parties. The outcome of a case of this nature is uncertain for the reason that the legal rights of the parties involved depend entirely upon the testimony presented and upon the interpretation by the higher court of the state statutes.

It is my opinion that since the owner of the article did not record the lease, and you had no knowledge of it, that you certainly are within your legal rights in properly advertising and selling the machine.

This Month's Important Higher Court Decisions

Surety Not Liable on Bond

CONSIDERABLE controversy has existed from time to time whether a surety on a warehouseman's bond is liable for failure of the warehouseman to remit money collected on goods delivered to purchasers on orders given by the owner of the stored goods. A higher court recently has reversed the old established law on this subject.

In *Republic Underwriters v. Tillamook Bay Co. et al.*, 126 S. W. (2d) 641, Texas, it was shown that an owner stored merchandise in a warehouse with the understanding that said merchandise should be delivered to a certain purchaser in parcels from time to time, and upon

delivery of any portion thereof the said warehouseman should collect the purchase price and remit the same to the owner of the goods. The warehouseman delivered all of the merchandise and collected for same as per the agreement but failed to remit a portion of the sales price to the extent of \$1,164.13. The owner of the goods filed suit against the surety on the warehousemen's bond. The bond was given in compliance with the provisions of the state statute as a prerequisite to the right to qualify as a public warehouseman. In this state the Uniform Warehouse Receipts Act now is a law. In holding the surety not liable the court said:

"It has been held that the sale of merchandise and the collection and remittance of the proceeds of such sale do not come within the duties of a public warehouseman under the provisions of the Uniform Warehouse Receipts Act. . . . The statute defines a warehouseman as a 'person lawfully engaged in the business of storing goods for profit'. This definition limits the statutory duties of a warehouseman to 'storing goods for profit' under the provision fixed by law. While the warehouseman might make a valid additional contract, the surety's obligation extends only to the statutory duties."

Also, see *Indemnity Insurance Co. v. Archibald*, 299 S. W. 340, 341, Texas, in which a Texas Court held that the surety was liable for the funds collected by the warehouseman on the ground that the collection and remittance of such funds were within the duties customarily performed by warehousemen. It should be noted, however, that the date of the bond there under consideration was not given in the opinion, and the court in passing on the issue stated that "the statute in effect at the time of the execution of the bond does not enumerate the duties to be performed by public warehousemen, for the breach of which it will be liable . . ."

Apparently, the bond under consideration in this latter case was executed prior to the adoption of the Uniform Warehouse Receipts Act. However, it is important to know that if at the time a bond is executed the Uniform Warehouse Receipts Act is in force, which defines the duties of a public warehouseman, a different rule is adopted by the court in the above mentioned case, and a surety is not liable for funds collected by a warehouseman for merchandise delivered to customers of the owner of the goods.

Interstate Transaction

WHEN a corporation, or other seller, is located in a different state from the state in which a sale contract is made, and the goods are shipped interstate, either by railway or motor trucks, the transaction is interstate and the goods are not taxable by the state into which the shipment is made.

For instance, in *Long et al. v. Sherrill Terminal Co. et al.*, 187 So. 412, Alabama, a corporation located in Florida made contracts of sale with purchasers in Alabama for delivery of merchandise to such purchasers from stock on hand in Florida owned by the Florida corporation's agents. The agents or distributors were paid a commission on all sales for making the deliveries from their stock.

The legal question presented the court was whether the state of Alabama could collect state sales tax on the transactions. In holding the transactions interstate and, therefore, not taxable, the higher court said:

"For a discussion of this question and a demonstration of the fact the sale in question was an interstate transaction, we call attention to the very full note to the case of *Bingaman v. Golden Eagle Western Lines*, 80 L.Ed. 931 (297 U. S. 626, 56 S. Ct. 624)."

Liability for Freight Charges

CONTRARY to the opinion of a majority of readers, a consignor may be held liable for payment of freight charges under certain circumstances although the carrier fails to collect freight charges from the consignee.

The standard bill of lading provides that the owner or consignee shall pay the freight. The consignor is ordinarily liable for freight charges. He requires the carrier to perform the service when he delivers the goods for transportation and thereby obligates himself to pay therefor. The usual stipulation in the bill of lading that the consignee shall pay the freight imposes no obligation on the carrier to insist on payment of freight before delivery to the consignee. It is not a part of the contract between consignor and carrier that the latter shall collect its bill of the consignee. The carrier may neglect to collect of the consignee and collect of the consignor.

Of course, the consignee may also become liable for such charges by its own act. While no contractual relation arises between carrier and consignee by the mere designation of the latter as consignee, the consignee becomes liable for the freight charges when an obligation arises on his part from presumptive ownership, acceptance of the goods, and services ordered and the benefits conferred by the carrier for such charges. But the consignor cannot be relieved from liability for payment of freight charges although the carrier fails to collect such charges from the consignee. So held a higher court in the late case of *New York, N. H. & H. R. Co. v. California Fruit Growers Exchange*, 5 A. (2d) 353, Connecticut.

In this case it was shown that

a shipment was delivered by the owner of goods to a common carrier as shipper and consignor, consigned by the owner himself. The shipment was made under a uniform straight bill of lading in form prescribed by the Interstate Commerce Commission. Shortly after the arrival of the shipment the owner directed the carrier to deliver the shipment to Shore Brothers, Inc., "on payment of freight and all other charges." The carrier delivered the shipment to the corporation and allowed it to unload and take the delivery without first collecting the freight charges. The carrier was unable to collect any part of the charges because Shore Brothers discontinued business without discoverable assets.

The shipper refused to pay the freight charges and the carrier filed suit. In holding the shipper liable, the higher court said:

"The aim of the Interstate Commerce Act 'was to secure for each and every shipper of goods in interstate commerce absolute equality of reasonable rates, uniform in application, without discrimination or preference. The railroad and the shipper are bound inexorably to follow the rate published.' . . . It follows that irrespective of whether there was no error in the ultimate conclusion that the defendant (carrier) is not entitled to recoup as damages the amount of the transportation charges for which it was held liable."

Also, see *New York Central R. Co. v. Federal Co.*, 235 N. Y. 182, New York, which involved facts similar in substance, except that the bills of lading involved were order or notify bills. The court held that it could see no reason for a different conclusion. The difference between a straight bill of lading and an order or notify bill lies in the duty which rests upon the railroad. The rule as to freight charges remains the same in both cases. This court said:

"The railroad company may demand the amount from the consignee, or it may collect from the consignor. In order to prevent preferences, it is obliged to collect its freight charges, and if it cannot get them from one party it must look to the other. Delivery of the goods without collection is no release or waiver of any or either party."

And, again, in *Louisville & N. R. Co. v. Central Coal Co.*, 265 U. S. 59, the United States Supreme Court said:

"The consignor is primarily liable even where the bill of lading contains a provision imposing liability upon the consignee."

Bailee Fails to Insure Goods

CONSIDERABLE discussion has arisen from time to time as to the legal responsibility of a bailee, as a warehouseman, to insure goods when no state law exists

which compels a bailee to insure such goods.

First, it is important to know that if a bailee has had dealings with the same party previously and through these past dealings the owner of the goods has a right to believe that the bailee will insure the goods then, under these circumstances, the court will *imply* that the bailee agreed to insure the goods.

Another important point of the law is that a bailee is charged with the exercise of the business acumen and active business ability that an ordinary man would exercise in the transaction of his own affairs. It is his duty to take steps reasonably necessary to protect the goods and property submitted to his care and use. In other words, the bailee must use ordinary care to safeguard the goods intrusted in his care. The higher courts are in accord with the legal rule that: In cases of bailment "ordinary care" means that degree of care, attention, or exertion, which, under the actual circumstances, a man of reasonable prudence and discretion would use in reference to the merchandise if it were his own property, and failure to do so would render him liable. See *Fidelity Storage Co. v. Foster*, 51 F. (2d) 439, 440.

On the other hand, if from the testimony the court may decide that the warehouseman either expressly or impliedly agreed to insure stored goods, the warehouseman is liable for injury of or damage to the goods, although he used ordinary care to safeguard them.

For illustration, in *Rice Co. v. Atlas Assur. Co.*, 102 F. (2d) 561, Montana, it was shown that a bailee had for years insured goods placed in his control. In one instance he failed to insure the goods and the same were damaged. The higher court promptly held the bailee liable for the loss, and said:

"Where the bailee has undertaken, either expressly or through an established course of dealing to insure the property, he is presumptively required to insure it for its full value. The evidence here shows that the appellants (bailee) had undertaken to insure the property through a course of years which thus would bring them within the liability contemplated by the law."

Burden on Bailor

THE law expects all bailees, who control property of another, to use ordinary care to safeguard such property against loss by fire or theft. However, the courts hold that the bailor, or owner of the goods, must submit testimony proving that the loss resulted from failure of the bailee to use ordinary care, otherwise the bailor is not entitled to recovery.

For illustration, in *Edwards Co. v. Terry*, 187 So. 518, Mississippi,

it was shown that a bailor, owner of a valuable article, left it in care of a bailee, as a warehouseman or any other person who either expressly or impliedly agrees to safeguard another's property. The article was stolen and the owner filed suit to recover its value from the bailee. However, the owner failed to prove that the theft resulted from lack of ordinary care on the part of the bailee. Therefore, although the lower court held the bailee liable, the higher court reversed the verdict, saying:

"The evidence offered by appellee (owner) himself disclosed that the failure to return the article to him was due alone to the fact that it was stolen. The rule is that when this fact is disclosed either by the evidence of the bailor or by that offered on behalf of the bailee the burden is then upon the bailor to show that the theft was occasioned by the negligence of the bailee."

Tax Ordinance Held Void

VARIOUS higher courts have held that a city ordinance taxing a firm or corporation engaging in the business of distributing goods in the city exclusively from a warehouse "located anywhere else" is unreasonable and unconstitutional. This is so because any ordinance is void which undertakes to levy a license upon the method of doing business. Also, license taxes must bear equally and uniformly upon all persons engaged in the same class of business or occupation or exercising the same privileges.

For illustration, in *Rochell v. City of Florence*, 188 So. 247, Alabama, it was shown that a city passed an ordinance which provides that any person, firm or corporation distributing or causing to be distributed in the city merchandise exclusively from a warehouse located anywhere shall pay a license fee of \$500. Another clause in the ordinance provides that manufacturers shall pay a license fee of \$200.

A corporation which distributed merchandise, from a warehouse located in another city, to customers in this city filed suit on the contention the ordinance was void because it is discriminatory, in that it permits manufacturers in this city to manufacture and distribute goods in the city for \$200 a year, while a distributor in the same city from a warehouse located elsewhere is required to pay a license of \$500 a year for engaging in the like business.

The higher court held the ordinance void, and said:

"Under our system of jurisprudence a person's constitutional rights stand above any and all rules and laws that may be adopted. . . . We hold that the ordinance in question is unconstitutional and void. . . . We are of the opinion and hold that the tax in question is laid upon the manner of conduct of business and contrary to the organic law."

Motor TRANSPORTATION

Cal. Truckmen Beat Harmful Bills

All harmful measures directly or indirectly affecting trucking in California have been beaten, as the legislative session for 1939 nears its close, and truck groups have made "a few gains," according to David G. Shearer, who, with Roy B. Thompson, is representing truckmen at Sacramento. Nearly 350 measures affecting trucks were introduced during the sessions. Many were merely technical; about 50 were very harmful.

Mr. Shearer says: "Among the important measures we defeated were many bills designed to increase both gasoline and diesel fuel taxes from 1 cent to 4 cents per gallon. It looks at present as though we have all these bills held safely."

"We are hopeful of getting over certain measures which will make it harder for incorporated cities to impose burdensome special license fees on trucks. We also have a bill in to stop cities from shutting trucks out of certain areas in making deliveries. "All attempts to impose higher license fees and taxes on trucks have been defeated so far and we are confident that no heavier burdens will be placed on our industry this session."

It is believed that a slight increase in the permissible speed of commercial vehicles may pass, as well as a bill slightly raising road limits. A bill to remove from under the jurisdiction of the Railroad Commission certain bonded warehouses was defeated late May by the Senate Public Utilities. This was A.B. 483.

Mr. Shearer and other authorities believe that no important changes in the California Highway Carriers Act, City Carriers' Act or warehouse regulation is likely to be made at this session.

Despite the apparent bogging down of the moves exemplified in S.B. 1115 and its companion bill, truckmen say, "it is evident" that competitors of the trucking industry "are planning big things in the way of a war against for-hire truckers in the legislative halls of the Western States during the next 2 yrs."

Says Shipping Interests Lead Trucking Industry Like Bull

Richard J. Beamish, Public Utility Commissioner of Pennsylvania, told the Pennsylvania Motor Truck Assn. at its sixth annual convention in Buck Hill Falls, the Poconos, that "the Pennsylvania motor truck industry is led through a ring in the nose like a captive

bull by the big shipping interests."

The commissioner further stated that the trucking industry in the state and throughout the Nation is "one of the marvels of modern industrialism," and quoted a report of the Bureau of Motor Carriers of the Interstate Commerce Commission to show that the annual revenue for one-truck operators was \$2,500, the average revenue per truck for all operators \$3,500, and the average revenue per truck for fleet operators having a revenue of at least \$100,000 annually, was \$4,150.

Pittsburgh Contract Gives 5-Cent Rise

The Local Union No. 249 of the International Brotherhood of Teamsters, Pittsburgh, Pa., comprising employees of 125 local and long-distance motor transport firms, recently voted to accept a contract offered by management representatives. The same contract had previously been rejected and will run 2 yrs. It provides a 5-cent increase in pay for over-the-road employees for the first year, with no change during the second year. City employees will get no increase the first year, but will get the 5-cent increase during the second year of the contract.

3-Yr. Contract Signed By Rochester Owners, Employees

Twelve hours of continuous negotiations resulted in an agreement between motor carrier operators and labor representatives which brought to an end the city's 17-day old truck strike at Rochester, N. Y.

A 3-yr. contract was signed granting pay increases to the drivers. Approximately 1,000 drivers were affected by the contract, although all but 300 had returned to work prior to the agreement under previous agreements with individual firms.

The contract provided for a 2-cent an hour wage increase, a second raise of 2 cents an hour in 1940, and a third in 1941. In special instances the increases were greater.

Operators conceded the union's demand for a daily work guarantee of 4 hrs. to replace the 1-hr. guarantee under the old contract. The union, on the other hand, agreed to drop its request for vacations.

Cleveland Draymen Sign New Union Contract

A strike was averted when members of the Cleveland Draymen Employers' Assn. and Truck Drivers' Union 407 came to agreement on a new 2-yr. contract only a few hours before the expiration of the old contract on May 31. The new contract calls for 5c. an hour increase in wages for truck drivers, dock workers and helpers. Under this scale dock workers will get 67½ cents, helpers 62½ cents, drivers of cartage trucks 80 cents, drivers of large truck and trailer units 88 cents and heavy machinery drivers 95 cents. A 48-hr. week will be observed with 3-hr. leeway to permit a 51-hr. week where necessary to hold drivers. The agreement ends the anxiety of shippers over a possible tie-up in Cleveland.

I.C.C. Requires Driver Physical Test

Division 5 of the I.C.C. has approved new regulations governing qualifications of employees and safety of motor vehicle operations to become effective Jan. 1, 1940.

The new regulations require new eyesight standards and an initial physical examination for new drivers applying for employment after Jan. 1, 1940. Additional examinations are left to the discretion of employers.

Other changes include the removal of restriction against transportation on trucks of "unauthorized persons" and placing responsibility for carrying such persons "entirely upon the motor carrier." Also minor changes in specifications for lights and brakes and a reduction of the minimum amount of property damage in a reportable accident from \$100 to \$25, with 15 days allowed for reporting.

Limit Ins. Coverage For Va. Truckmen

An order calling for limitation of insurance coverage for trips of local and long-haul truckmen, made after June 1 outside their normal zones of operation, has been entered by the Virginia Corp. Commission. One endorsement, to be attached to policies provides that there shall be no coverage for equipment of a local truckman op-

erating within a 50-mile radius, who makes more than 10 trips beyond 50 miles, and under 300 miles, and more than 2 trips beyond 300 miles. Another endorsement provides that if a long-haul truckman operates beyond the distance set forth in his contract for more than 6 trips, there shall be no coverage of the equipment used.

Ind. Plans Free Trade Committee

The Indiana Commission on Interstate Cooperation is planning to appoint a sub-committee to start negotiating for free trade between that state and eastern seaboard centers of population, in an effort to lift barriers costing local industries millions of dollars annually. The Commission also took under advisement a report that the State of Ohio had issued an order prohibiting the transfer of liquor into Indiana in any trucks except those owned and licensed by Ohio residents.

Toledo Strives for Stabilization

Stabilization of the trucking and hauling industry in the Toledo area was discussed at a recent meeting of the Toledo Truck Owners and Cartage Assn. in the H. C. Lee & Sons Co. warehouse. Ed. H. Lee, president of the group, appointed a committee to negotiate a new labor contract demanded by the local union. M. M. Emery, of the I.C.C., discussed new tariff schedules.

Wis. Trailer Bill Becomes Law

The Kroenke bill, No. 250, A, which provides for a \$5 license fee for extra trailers used exclusively on the premises of the owner or when operated within 2 miles of such premises when transporting property to or from a railroad freight station, car or platform, became law in Wisconsin May 13 with its official publication.

New Loading Rules in Philadelphia

Following out an experiment that is being made in other cities, Philadelphia will start to prevent the loading and unloading of motor trucks on narrow, central city streets during normal business hours. This is a major innovation in the new traffic ordinance at present being codified by the city council's committee on public safety, and is aimed at truckers who park in banned areas during periods of heavy traffic, restricting loading and unloading to certain specified hours.

For example, the test is to be

made first on 7th St., between Market and Filbert Sts., and on 13th St., between Chestnut and Market Sts., authorization to set aside specified hours for loading and unloading on the two streets being given to Robert A. Mitchell, city traffic engineer. If the experiment proves successful, the plan will be extended to other narrow, central streets where the movement of vehicular traffic is alleged to have been slowed up by indiscriminate parking of trucks for loading and unloading purposes. Included in the comprehensive traffic ordinance will be a newly-introduced measure banning parking from 3 A.M. to 5 A.M. on streets that have been posted with a warning sign. There will be two regulating vehicle stops in the lane of traffic on Chestnut St. and Walnut St. during the peak rush hours.

Self-Insurance Saves Bush \$13,000 Yearly

The operations of Bush Terminal Co., New York City, under its reorganization plan, have been sufficiently profitable to warrant self-insurance under the motor vehicle act, the Interstate Commerce Commission has concluded.

After examining the financial condition of the corporation, the Commission granted self-insurance, effecting a saving to the company of approximately \$13,000 in annual premiums.

The report comments: "To qualify as a self-insurer, a motor carrier must, under Rule V, be able to show ability to satisfy obligations for the liability in question without affecting the stability or permanency of its business. The obligations are those which it is reasonably conceivable may arise, and applicant must show ability to satisfy them without imperiling its financial condition.

"Examination of applicant's financial statements showing condition as of the close of business Dec. 31, 1937, or 8 mos. after the plan of reorganization was confirmed during which period the affairs of the company were under the management of its corporate officers, reveals that applicant possesses sufficient resources to enable it, without endangering the stability or permanency of its business, to meet the obligations for the limits of liability imposed upon motor carriers of property as prescribed in our rules and regulations and with which it may be confronted on accidents arising out of the operation, maintenance, or use of motor vehicles under the permit for which it has applied to us for authority to conduct operations in interstate or foreign commerce. We are of the opinion, therefore, that approval of this ap-

plication to self-insure would afford the security for the protection of the public for which our rules and regulations provide."

N. Y. Governor Vetoes Bill on Halting Trucks

Upholding its purpose, but holding that its language "curtails and violates existing rights of employees," Governor Lehman of New York has vetoed the Bewley bill, which was designed to outlaw a practice of union motor truck operators of halting out-of-town trucks at the city line and compelling the driver to surrender his place to a local driver at full union pay while the truck was being used in the city.

"With the purpose of this bill," the governor wrote in his veto memorandum, "there can be no dispute. The purpose is to eliminate unlawful activities in the trucking business. There is no question that there have been unlawful acts. Such unlawful acts cannot be justified or defended.

"The bill, however, contains language which curtails and violates existing rights of employees. For example, the bill, perhaps unintentionally, provides that any person who interferes with another person's right to work as a driver of a motor truck or other vehicle shall be guilty of a misdemeanor punishable by imprisonment of 1 yr., or by a fine of \$500, or both. The word 'interferes' can easily be used to impair and even to destroy some of the fundamental rights of employees—rights which employees now enjoy under the law and before the courts.

"In view of the fact that the bill in large measure merely restates existing law, and in view of the fact that it contains several bad features, I am disapproving the bill."

The bill passed both houses of the Legislature as a non-partisan measure, receiving substantial majorities with both Democratic and Republican votes.

A.T.A. Sixth Convention Set For Oct. 23-25

The sixth annual convention of the American Trucking Assn., will be held at the Stevens Hotel, Chicago, Oct. 23-24-25, it was decided by the executive committee at a recent meeting in New York.

In setting these dates, the committee declined to approve a proposal to postpone the convention to a date in November to coincide with the time set for the National Motor Truck Show, also to be held in Chicago.

A "Safety Service" program, to be marketed by the association, was approved by the committee.

Goodrich Co. Creates Rubber Motor Springs

B. F. Goodrich Co. has completed experiment alwork on a new type of automobile spring, combining the resiliency of rubber with the strength of steel, and the new product will be available for large scale production soon.

Designed to replace leaf or coil springs now in use, the new Goodrich spring contains 3 lbs. of rubber and weighs only 10 lbs. when assembled. It has only three parts, an inner shaft, an outer shell, and a cylinder of rubber bonded to shaft and shell.

Tests have determined the new spring requires no lubrication, and eliminates rattles and squeaks. One would be used for each wheel in the same way conventional springs are now used. A working model has been installed in the company's building at the New York World's Fair.

"Believing the potential market for such a spring to be almost unlimited, the company's research staff has devoted more than 6 yrs. to the development work," S. B. Robertson, president, stated. "A set of rubber springs was installed on a test car, and subjected to 36,000 miles of rough driving over a 2½-yr. period. During this time no adjustment of servicing of any kind was given. The springs were removed for inspection and test, were found in perfect condition and were replaced in the car for further road service."

Texas Lines Merge

The Sunset Truck lines has been merged with the Brady Freight Lines into the Sunset Motor Lines. General offices of the company will be in San Angelo, Tex. The consolidation gives the system several hundred miles of lines. Operating now directly from Houston to El Paso, with intermediate terminals at Pecos, Monahans, Odessa, McCamey, Big Spring, Sweetwater, Brady, Brownwood, Fredericksburg, Austin and San Antonio, the system has a \$135,000 annual payroll and 110 employees.

Final uniting of the two big systems was perfected with governmental approval.

C. B. Whitehead of Brady, is president, Gene Whitehead of San Angelo, vice-president in charge of operations, and W. D. Bradley of San Angelo, secretary-treasurer.

Court Dissolves Injunction Against Texas R.R. Commission

The Tenth Court of Civil Appeals at Waco, recently dissolved an injunction, granted in the 77th District Court, restraining the

Texas Railroad Commission from interfering with 4 trucking companies operating with I.C.C. permits. The question involved was whether the companies, with interstate permits, could operate in Texas without permits from the Railroad Commission.

Minnesota Seeks Cut in Motor Truck Rates

E. H. Berg, traffic director of the St. Paul (Minn.) Association of Commerce, has held conferences with Wisconsin truckers in an effort to get them to grant the same mile for mile rates on Minnesota shipments into Wisconsin as now apply on Wisconsin shipments into Minnesota.

It was claimed by Mr. Berg that truckers are hauling shipments from Wisconsin points—Milwaukee, Madison and other cities—to cities in western and northern Wisconsin at rates lower than they are charging for hauling merchandise a shorter distance from St. Paul to some of the Wisconsin points mentioned.

The hearings took up about 3 days before the Minnesota Railroad and Warehouse Commission with reference to increased motor truck class rates in the State of Minnesota for distances of 170 miles and greater. It is maintained that the present truck class rates in Minnesota when compared with similar rates in the adjoining states are entirely too high and should be reduced.

The earnings statement of the motor carriers in Minnesota, filed with the railroad and warehouse commission for 1938, Mr. Berg declares, indicates that the motor carriers generally are in a prosperous condition, as some of the returns on book costs show a return of 10 to 50 and 60 per cent. There are many other inconsistencies, he states, in connection with the motor truck rates in the State of Minnesota owing to the fact that the motor truck rates are based on the rail distances. For example, the highway distances from St. Paul to Grand Rapids, Minn., is 177 miles, and the motor truck rates are based on 220 miles of transportation. In his judgment, if the rail and the motor truck class rates are to be the same, the short line carrier, either rail or motor truck carrier, should determine the rate, and if the long line carrier desires to meet the rate of the short line carrier, he should be permitted to do so.

That is the situation in the states of Wisconsin, North Dakota and some other states. "Another inconsistency," Mr. Berg states, "is due to the fact that the fourth class less-truckload rates which comprise over 50 per cent of the tonnage moved by motor truck lines, are based on 55 per cent of

first class in the state of Minnesota, while in the surrounding states of North Dakota, Iowa and Wisconsin, the fourth class rates are based on 50 per cent of first class. In this connection the fourth class rates between St. Paul and 11 points in Official Classification territory which comprises the territory east of the Indiana-Illinois state line and north of the Ohio River, are based on 50 per cent of first class."

Kirk Buys Guardian Transit Corp.

Purchase of the Guardian Transit Corp., by the Kirk Transportation Co., both of Detroit, is announced by George F. Alger, newly elected president of the Kirk organization, and also president of Geo. F. Alger Co.

Trucks Alone Pay Ill. Road Costs

Chester G. Moore of the Illinois Highway Users' Conference in commenting upon a study by four professors to determine whether trucks were paying their fair share of maintaining the highways of Illinois, has found that the primary road system of that state would be financed by trucks and buses if not a cent were received in taxes from private car owners.

Previously the state highway engineers offered a study which reached contrary conclusions. The study was accepted by the U. S. District Court of Southern Illinois as an equitable cost study and was used as weighty ammunition by those wishing to see motor trucks restricted.

The current study reveals that the trucks not only pay a fair share of the cost of maintenance, but are even contributing to the building of new roads. The study was made by G. C. Dillman, president, Michigan College of Mining and Technology; D. P. Locklin, University of Illinois; G. Lloyd Wilson, University of Pennsylvania; and J. S. Worley, University of Michigan.

SITUATION WANTED BY

Transportation Man; 46 yrs. of age; college degree of Mechanical Engineering; 10 yrs. eastern railroad operating and traffic; 3 yrs. truck manufacturer survey and advisory work on truck installations. Ten yrs. operating large trucking and warehousing operation, also intercity highway haulage. Thoroughly conversant with all phases of transportation. Will consider any section of the country.

Address Box Z-459
D. and W., 249 W. 39th St., New York City

Materials Handling

(Concluded from page 16)

and 3-ton capacity crane in a steel warehouse was found to have brought much improvement in the stock-handling methods, as well as reduced accidents. It also decreased the handling time for certain operations.

This particular organization maintained a large, modern, roomy warehouse, and for a time, a great many varieties of manual handling were employed in unloading, storing and shipping all kinds of sheet steel, brass, monel metal, flat wire, and other types of stock steel.

It was finally decided that mechanical means for handling would do much to promote warehouse efficiency. Two overhead traveling cranes were installed. Each of these cranes was equipped with a simple crane cab (See Fig. 30). In this the operator can ride, while controlling all movements of crane, hook and trolley, through a simple well-grouped series of push buttons housed in a box at the end of a flexible conduit.

With this arrangement of control attached to a flexible conduit, it is possible for the operator to ride with the crane—out of the way of the load—at times when the load is so big, or carried so far, that it would be impractical for him to remain on the ground and control the load from the push button station on the ground. In such instances, he rides in the cab and controls from that point.

Although complete data are not available concerning all of the savings realized by this modern set-up, plant operators do report that on keeping an accurate record of the time required to unload a carload of steel, it was found that an entire carload of steel, weighing 99,300 lbs., was unloaded from the open car, and set in its proper place in the warehouse in 50 minutes. Under the old method of handling it required 2 full days.

Another decided advantage derived from the use of the crane is the fact that in handling steel with the old method, the steel sheets were removed from piles one at a time and loaded on the truck or into the piles in the same manner. This necessitated the handling of single sheets, sliding one sheet of steel over another. This resulted in often marring the surface of the steel. On some types of steel, it reduced its value.

It is obvious that the modern cranes and sheet-steel grab will eliminate quite a bit of the waste formerly expected.

While the use of cranes in transporting this material about the warehouse reduces the aisle space area and saves much in floor main-

tenance, it does not eliminate aisle space altogether. However, it does eliminate wear and tear on the floors, which in many warehouses stocking heavy goods, is considerable.

It will be noted in Fig. 30 that the crane is picking up a load from the floor truck. Such trucks are used when the operators are unloading materials from box cars. The truck is wheeled into the box car, material is stacked on the truck, and the truck wheeled out into the aisle where the material is picked off and carried by the crane to the proper pile in the warehouse. These trucks are also used for handling between certain processing operations.

Where a series of operations are to be performed it is generally necessary to use one or more types of equipment in order to make a successful handling installation. This is the reason why it is advisable to have knowledge of all of the types of equipment available, so that when a handling problem is to be solved, the right kind of equipment will be given consideration.

In this article, we have covered the field, in a general way, from the small, hand-operated hand-truck, up to and including the large overhead-crane. It will be noted that each piece of equipment illustrated is performing a distinct type of operation.

It is true that in some of the installations it would be possible to make a comparison showing how another piece of equipment could handle an operation as well, and possibly better than the equipment being used. But this comparison is not possible without knowing all of the factors involved, and what limitations might exist which make the particular equipment shown to be the best for the work being performed.

It will also be seen that materials handling is an important function of shipping, handling, warehousing and distribution. There is no plant, large or small, which is not interested in reducing its handling cost. Take any operation, whether it be on the farm, in the office, or any industrial plant, and break it down into its component parts, and it will be found that handling is either a direct or an indirect item of cost. Even the stenographer handling paper into and out of the typewriter has been studied and found expensive. The result is that on a lot of billing and form operations, the paper is prepared in continuous rolls so as to eliminate this handling cost. This permits quicker output, even on a simple typing operation.

It is therefore logical to assume

that there are any number of places in industry where it would be highly advisable to give consideration to materials handling. While the manufacturers of the equipment and their engineers have done much to introduce better handling methods, they are not always given the opportunity to assist the very people who require their services. Many executives ignore the opportunities which exist for reducing handling costs and arbitrarily tell the equipment manufacturers that they are not interested. It is still necessary for the equipment manufacturer to send his engineers and representatives out into industry to prove that better handling can be accomplished.

Considering all that has been done, and all that is being done, executives should be calling on the manufacturers to come in and assist them with definite problems and not waiting for someone to come along and insist upon their listening to a method of saving money. Every installation that is made which creates a saving is not something that has just occurred. Those savings could have been made many many months and possibly years previously.

Sometimes, the amount that can be saved by reducing handling costs is the difference between profit and loss.

Clear Docks Speed Up Terminal Freight Handling

BY installing equipment to make "through traffic both ways" a part of its terminal freight handling system, a middle western railroad actually reduced freight handling costs at this terminal a total of \$6,700 in 6 mos. with an equipment investment of only \$4,000. In addition to the cash savings made, the freight docks, formerly stacked with interchanging freight, are kept clear at all times, rehandling is eliminated and probability of damage or mix-up is decreased.

Complicated Handling Problem

The freight handling problem at the terminal is complicated by a number of factors. First, the freight interchange dock is about 500 ft. long, and the railroad cars are spotted in four rows on one side of this dock. Motor trucks are unloaded on the opposite side of the dock. The freight must be ramped through one or more railroad cars. Because the motor trucks cannot always be spotted conveniently opposite the railroad car being loaded, it is sometimes necessary to haul the freight along the dock to the proper freight car.

(Concluded on Page 48)

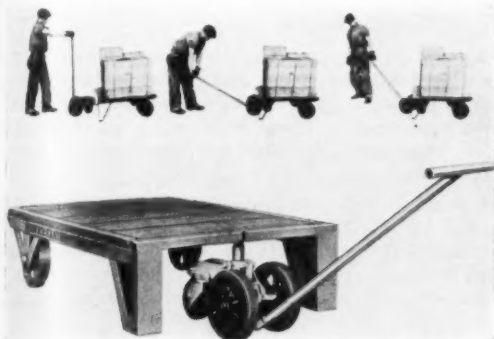
MATERIALS HANDLING EQUIPMENT

New Skid Jack Combination

SEMI-LIVE skid . . . wheeled at one end, rigid legs at the other . . . and a wheeled jack or lifting unit, combine to make a Skid-Jack, according to the Service Caster & Truck Co., Albion, Mich., whose new product is pictured here.

Three vital phases of material transportation . . . dead skid storage, lift truck and floor truck operation . . . are combined by the new unit, it is claimed.

To lift, the jack is pushed forward until the lifting stud is directly under the attaching socket. A single stroke of the handle then converts the whole into one highly mobile unit. As pressure is applied, the stud lifts upward, raising skid legs



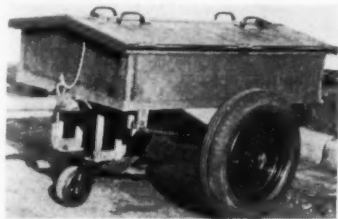
from the floor. When the handle reaches its lowest point, the union of jack and skid is automatically locked and the load is off the handle. Lowering of the load is accomplished with a foot pedal release.

Semi-live skids have heavy 10-gage steel or all-steel bound hardwood decks in varied sizes and capacities ranging from 1,200 to 5,000 lbs. Choice of wheel sizes from 7 to 12 in. in diameter. The jack has an overall height of 52 in. (with handle up). Width is 13 1/4 in. and the length is 22 in. Shipping weight, with metal wheels, is 88 lbs. Two 10-in. wheels are standard, spaced 9 in. apart. Axle, with Hyatt bearings, is 1 in. diameter. Rear caster is 6 in. Service Forge Weld. All wheels are Hyatt roller bearing equipped with high-pressure lubrication fittings. The entire unit will stand alone. A special spring handle hold-up keeps the handle erect at all times when the truck is idle. *DandW.*

Towsley Emergency Truck

THE development of special types of industrial trucks and platforms for practically every material handling need in industry has long been a specialty of Towsley Trucks, Inc., Cincinnati, Ohio.

In addition to the ordinary platform trucks used in warehouses and industrial establishments, there are many special



types, outstanding of which is that herewith illustrated. This shows a 2-wheel, rubber-tired truck in use at the factory of the Procter & Gamble Co. Everything from a splinter in a finger to a major injury can be treated from this emergency vehicle. It moves rapidly under the direction of factory physicians and nurses to any part of this world's largest soap plant. *DandW.*

WHERE TO BUY

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Gerstenslager Co., Wooster, Ohio.

(See advertisement elsewhere in this issue.)

CARLOADERS

Clark Tractor Co., 131 Springfield Place, Battle Creek, Mich.

CASTERS (Truck)

Darnell Corp., Ltd., Box 4027, Sta. B, Long Beach, Cal.

Hamilton Caster & Mfg. Co., Dept. D, Hamilton, Ohio.

(See advertisement elsewhere in this issue.)

Lansing Co., Lansing, Mich.

(See advertisement elsewhere in this issue.)

Standard Pressed Steel Co., Box 560, Jenkintown, Pa.

(See advertisement elsewhere in this issue.)

Patented Double Ball-Bearing Swivel
a feature of all Darnell Casters!

All wearing parts are hardened and
carbonized assuring long life of service.

Nearly 4000 different types of Casters
and Wheels for every industrial use.

Darnell products protect floors, save
money, increase employee efficiency.



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Save time and labor handling bags, boxes, crates, hampers, etc. "Portables" carry in either direction, are sturdily built for tough service. Four standard sizes all easily moved by one man. Write for demonstration.

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2548 N. Keeler Ave.
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502 Duke St., York, Pa.

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CLIFTON, N. J.

COVERS (Piano)

Canvas Specialty Co., Inc., 90 Grand St., New York, N. Y.
(See advertisement elsewhere in this issue.)

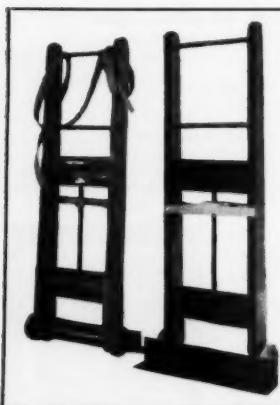
New Haven Quilt & Pad Co., 80-86 Franklin St., New Haven, Conn.
(See advertisement elsewhere in this issue.)

Self-Lifting Piano Truck Co., Findlay, Ohio.
(See advertisement elsewhere in this issue.)

DOLLIES

International Engineering, Inc., 1145 Bolander Ave., Dayton, Ohio.
(See advertisement elsewhere in this issue.)

Yeats Appliance Dolly Mfg. Co., 349 E. Ellis St., Long Beach, Cal.



The unexcelled dolly for all purposes. Hardwood frame, upholstered, patented ratchet strap tightener, that works.

Please the lady with a perfect delivery on any make refrigerator, and 90% of all ranges, with this dolly. It is being used by twenty-seven of the largest power companies, Hundreds of Transfer Men, Appliance Dealers, and furniture stores. It can be used for many jobs. Many have ordered from ten to forty, and are still ordering.

Formerly sold for \$29.50. Now \$16.50 two for \$31.00 with step protector. Direct from factory to user at a great saving. Write for specifications and photographs.

Yeats Appliance Dolly Mfg. Co.
349 E. Ellis Street,
Long Beach, Calif.

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The John B. Wiggins Co., 1110 Fullerton Ave., Chicago, Ill.

Save money

with these quality business cards?



Saving need not mean cutting quality or limiting quantity.

With Wiggins Vellotype, firms convey a favorable impression. It is the latest in raised printing, and scores of sales budgets are being cut.

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International Engineering, Inc., 1145 Bolander Ave., Dayton, Ohio.
(See advertisement elsewhere in this issue.)

INSECTICIDES

White Tar Co., Dept. W., Belleville Turnpike, Kearny, N. J.
(See advertisement elsewhere in this issue.)

San Francisco Strike Accord Reached

SETTLEMENT of the dispute between the C.I.O. Clean Union and the Dock Checkers Employers' Assn., which has been in progress since June 17th, was reached at a meeting of union leaders and a member of the Maritime Commission June 26. The port had been tied up during that time.

It is expected that the final arbitration agreement to be signed will follow ratification at a union meeting. The tie-up came when the dock checkers broke off relations with clerks after the latter declined to halt picketing of the American-Hawaiian Line docks in protest against placing 10 clerks on a basis of \$160 a month, (190 hrs.), instead of the present \$1 an hour basis.

RE-BO Removable Bodies Speed Up Small Freight

In conjunction with two-wheel hand trucks, the RE-BO removable body transforms the handling of packaged, boxed, bagged goods into a system that greatly raises the standard of handling small freight. These bodies today are standard equipment at warehouses, railroad and steamship docks, and freight terminals and industrial plants.

This patented unit was formerly manufactured in Watertown, N. Y., by the RE-BO Co., Inc. Since the first of the year the business has been in the hands of the RE-BO Equipment Co., 350 Madison Ave., New York, as sole owners. The latter for several years acted as exclusive sales agents for the product.

The body is in a measure the natural evolution of the hand-made nose-rack. True, the latter increases the size of the load to be handled, but at the same time ties up the hand-truck. The RE-BO body, about 4 ft. in height, can be loaded with any types of small freight. All one needs to do to transport a loaded unit is to slip the nose of the hand-truck under the body.



"break" the load, and then wheel it away. These bodies fit on two-wheel hand-trucks. The back of the body is inclined rearwardly from the base, thereby throwing a large portion of the weight of the load back of the base center of gravity and allowing the load to tilt to the truck with comparative ease.

The secret in the efficiency of this body lies in the patented heel or fulcrum which holds it upright whether loaded or unloaded. Without this feature, it is impossible to prevent tipping. The unit is built to withstand a carrying capacity up to 1,200 lbs., although the average load is 600 lbs.

The use of these bodies in the average terminal or warehouse revolves around a system. The trucker wheels a loaded

to its destination, leaves it to pick up an "empty" which had been unloaded during his absence. The trucker then takes back the "empty" to where by this time another loaded unit awaits him. And so the chain operation continues. It is common practice to wheel a loaded unit up to the tailboard of a motor truck, or even right on to the truck itself, where the driver stacks his own freight, while the trucker and his hand-truck are released for more loads or other work.

A new innovation is the use of casters. Though optional, their use was not intended to replace hand-trucks but to permit wheeling an empty body instead of dragging it. This is easier on the truckers and helps preserve the equipment.

RE-BO is derived from the name removable body. DandW.

"American" Pressed Steel Rail & Terminal Truck

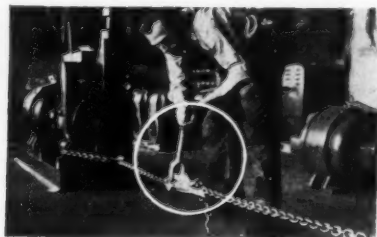
THIS truck has straight cross bars, open type nose, and is reinforced with longitudinal center straps. It is manufactured in two lengths, 60 and 64 in. and is particularly adapted for use by railroads and terminals. The truck weighs 136 lbs. and is built to wear without repair, according to the maker, the American Pulley Co., Philadelphia. DandW.



Shaffer Hand-Power Units

A HANDY tool for use in warehouse and distributing work. The Shaffer "Come-Along," illustrated, is shown skidding a 1,000-lb. machine on the floor of a warehouse to the dock for loading.

Users of this hand-power unit report a wide variety of uses for it, one trucking company employing it on its trucks in place of winches for the loading and unloading of from 2 to 5-ton



machines. An oil company uses it for pulling trucks mired in the mud.

The Shaffer unit is compact, light and portable, and handy in close quarters. It is manufactured in two sizes. The "Come-Along," tested to 6,000 lbs., weighs 22 lbs., and lists at \$9.50; the "Little Sampson," tested to 2,000 lbs., weighs 10 lbs., and lists at \$6.50. Made by the J. E. Shaffer Co., Tulsa, Okla. DandW

LOAD SKIDDERS

Electric Wheel Co., Dept. DW, Quincy, Ill.



... for CHEAPEST,
MOST EFFICIENT
HANDLING
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WAREHOUSE

Now a skidder... now a complete floor truck... instantly convertible with the EWC DRAW-JACK.

A better method. Less investment... one low-cost DRAW-JACK serves 5 to 20 skids. Labor and space saved... DRAW-JACKS spotted at handy points on platform and storage floors; skids used for temporary storage; empty skids stacked or stood against wall. Operates in closer quarters, narrower aisles than ordinary truck. Lighter to handle. Draw-Jack weighs only 40 lbs. Skids made in 6 sizes. WRITE FOR BULLETIN, LOW PRICES.

ELECTRIC WHEEL COMPANY DEPT. DW, QUINCY, ILLINOIS

NAPHTHALENE FLAKES

White Tar Co., Dept. W., Belleville Turnpike, Kearny, N. J.
(See advertisement elsewhere in this issue.)

PADS (Canvas Loading)

Canvas Specialty Co., Inc., 90 Grand St., New York, N. Y.

Louisville Bedding Co., 418 East Main St., Louisville, Ky.

New Haven Quilt & Pad Co., 80-86 Franklin St., New Haven, Conn.
(See advertisement elsewhere in this issue.)



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**Diagonal
Square Stitch
Adds Strength!**

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● Longer Wear — Greater Strength...at NO EXTRA COST.

● Cut sizes—36 x 72, 54 x 72, 72 x 72, 80 x 72.



**VAN LININGS
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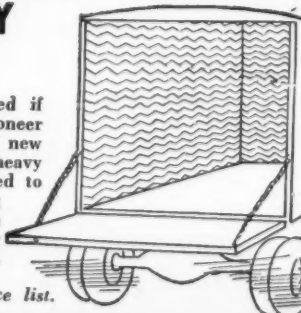
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Samples!**

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Phone: CAnal 6-5558
"Twenty-three years of
Honored Service"

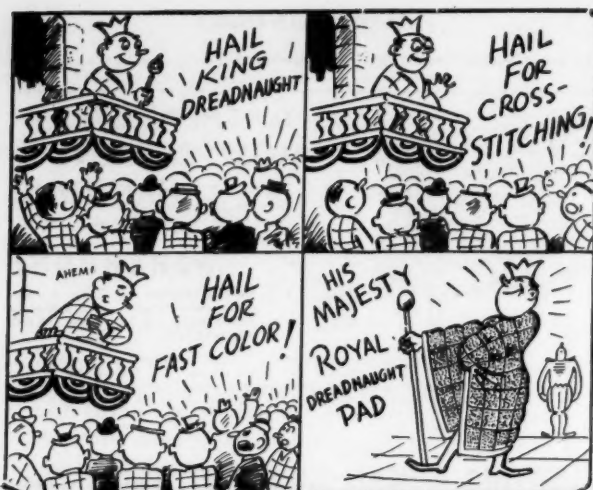
SAFE DELIVERY AND PROFITS

for your loads can be assured if you equip your vans with Pioneer Furniture Pads... Made of new cotton and jute. Covered with heavy cotton drill and zig-zag stitched to prevent slipping and packing... Pioneer Pads are available in various sizes—suitable for all vans and pieces of furniture.

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LOUISVILLE BEDDING CO., INCORPORATED LOUISVILLE, KY.

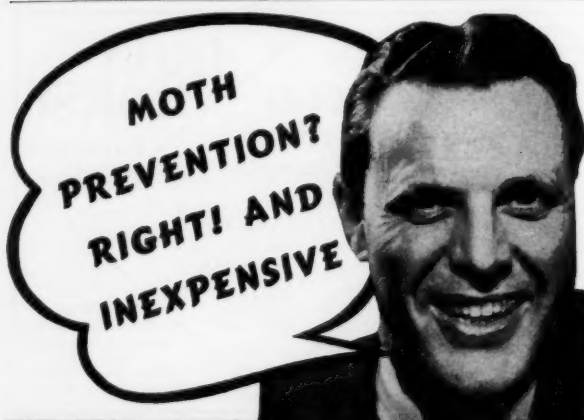


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Order Your Copy Today!!

New Haven Quilt & Pad Co., New Haven, Conn.



Pay what you will—you can't find better moth protection than White Tar Naphthalene Balls or Flakes. An inexpensive form of sure protection when used as directed in any tight-closing room—costs but a few cents a pound.

WHITE TAR NAPHTHALENE BALLS OR FLAKES

Also Manufacturers of "White Tar" Pine Tar Paper in Continuous Rolls
Write for Prices and Catalog No. 60 Today



THE WHITE TAR COMPANY
OF NEW JERSEY, INC.

(a KOPPERS subsidiary)

Belleville Turnpike

Kearny, N. J.

PADS (Kersey)

Canvas Specialty Co., Inc., 90 Grand St., New York, N. Y.
(See advertisement elsewhere in this issue.)

Louisville Bedding Co., 418 East Main St., Louisville, Ky.
(See advertisement elsewhere in this issue.)

New Haven Quilt & Pad Co., 80-86 Franklin St., New Haven, Conn.

PAPER (Moth Proofing)

White Tar Co., Dept. W., Belleville Turnpike, Kearny, N. J.

PAPER (Tar)

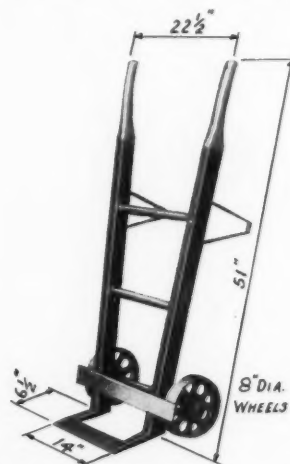
White Tar Co., Dept. W., Belleville Turnpike, Kearny, N. J.

Chase Has New Welded Steel Truck

A NEW welded steel truck with hardwood hand grips has been placed on the market by the Chase Foundry & Mfg. Co., Columbus, Ohio.

The steel handles are made of two angles welded together to form a box section. The cross pieces are steel pipe and may be furnished straight, as shown herewith, or curved to accommodate barrels and kegs.

The wheels may be semi-steel, steel or rubber-tired, either plain or roller bearing. The truck is properly balanced for



easy handling and operation. It is extremely sturdy and will withstand the most severe service.

The illustration shows the Eastern type with wheels outside of tapered frame. The truck is also furnished in the Western style with straight frame and wheels inside of frame members.

The truck is made in various sizes to meet all requirements. D and W.

Yeats' Dolly for Refrigerators, Safes, and Other Heavy Units

DESIGNED especially to solve the problem in handling ice and mechanical refrigerators, gas ranges, water heaters, washing machines, small safes, cabinets and other heavy objects daily moved by warehouses and others, the Yeats' dolly makes it possible for 2 men to do the job with ease.

This dolly has a number of features, outstanding of which is a dependable ratchet device for tightening and holding a heavy 14-ft. strap. There are two positions for the strap, for ranges or ice boxes. Other features include a hardwood frame, 56 in. tall, and a lip of 4 by 24 in. The entire front surface is

added with a good durable felt, cemented to the frame with rubber cement. The weight is 45 lb.

The heavy-duty industrial roller-bearing, rubber-tired wheels are also features. Steel runners are mounted on the back of



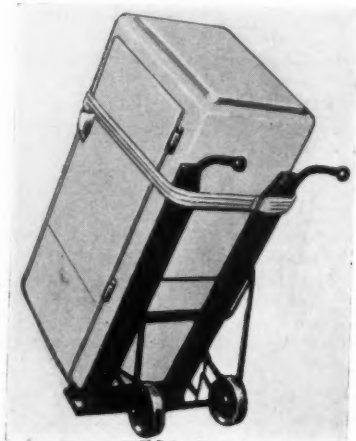
the frame to make possible easy sliding of the load when taken off or on a motor truck.

A leather step protector is provided to protect highly polished steps. This extends up part way on the frame. The price at the factory is \$16.50 or \$31 for two. Made by the Yeats' Appliance Dolly Mfg. Co., Long Beach, Cal. DandW.

Self-Lifting Truck for Refrigerator Cabinets

ANOTHER recently improved product, besides the models designed for handling cases of bottles and cartons in warehouses as well as stoves, boxes, vending machines, coolers and cabinets, is the recently improved product of the Self-Lifting Piano Truck Co., Findlay, Ohio, for handling all makes of refrigerator cabinets and ranges.

This model Heavy Duty X-75 truck handles such equipment with ease and safety and without damage to floors, linoleum, walls or woodwork.



The trucks are so placed that the only operations necessary to move a heavy load are tilting the cabinet just enough to slip the lip of a truck under each end, tightening the side straps before raising the lifting levers, buckling the top strap and pulling up the folding handles. The cabinet or range is then ready to roll anywhere, over rough floors, sidewalks, down narrow hallways with one less man on the job.

This truck is of all-steel construction, reinforced and welded. It may be had with swivel casters on one truck or with straight-way wheels. DandW.



HAMILTON TRUCKS



CASTERS

WHEELS

Industrial Casters

Swivel or Rigid
Single or Double Wheel

WAREHOUSE TRUCKS

Lift Truck Systems—Trailers, Skids, Dollies

OVER 1000 ITEMS SHOWN IN OUR LITERATURE WRITE TODAY

HAMILTON CASTER & MFG. CO., Dept. D, Hamilton, Ohio

INTERNATIONAL REFRIGERATOR

Carrier Trucks

PLATFORM AND TRAILER TRUCKS

RUBBER TIRED WHEELS



Ask for Catalogue and Prices

International Engineering, Inc.

DAYTON, OHIO, U. S. A.

15 Park Row, New York City

"Keep Your Products on Wheels"

THIS NEW LANCO LIFT-JACK PLATFORM TRUCK IS

Easily operated and turned in small space, weighs only 44 lbs. but is capable of raising 5000 pounds with only slight pressure. The Lanco Lift Jack can be fastened to platforms from right or left side, or from front. All working parts of cast steel, with steel-welded frame. Hyatt Bearings. Rubber-tired wheels if desired. Get complete facts about this new Lanco Product. Write for bulletin L-42.



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KANSAS CITY
LOS ANGELES

PIANO DERRICKS AND TRUCKS

Self-Lifting Piano Truck Co., Findlay, Ohio.
(See advertisement elsewhere in this issue.)

PLATFORMS (Lift Truck)

Lansing Co., Lansing, Mich.
(See advertisement elsewhere in this issue.)

Standard Pressed Steel Co., Box 560, Jenkintown, Pa.
(See advertisement elsewhere in this issue.)

TRAILERS (Industrial)

Clark Tractor Co., 131 Springfield Place, Battle Creek, Mich.

TRAILERS (Motor Truck)

Fruehauf Trailer Co., 10936 Harper Ave., Detroit, Mich.
(See advertisement elsewhere in this issue.)

TRUCK BODIES (Refrigerated)

Fruehauf Trailer Co., 10936 Harper Ave., Detroit, Mich.
(See advertisement elsewhere in this issue.)

International Harvester Co., Inc., 180 No. Michigan Ave., Chicago, Ill.
(See advertisement elsewhere in this issue.)

TRUCK RACKS (For Hand Trucks)

Re-Bo Equipment Co., 350 Madison Ave., New York, N. Y.



RE-BO REMOVABLE BODY

FOR HAND TRUCKS

Cuts Costs By Speeding Up Handling Of Small Freight.

- Doubles the efficiency of two wheel hand trucks by increasing size of loads; reduces re-handling, eliminates delay to truckers waiting.
- Speeds up service to customers.
- Treats goods gently, thus reducing damage. Unlike the hand truck its loading surface is smooth and even.

- When nested saves floor space.
- Fits all two wheel hand trucks.

Write for New Reduced Prices

RE-BO EQUIPMENT CO.

DEPT. D.
350 MADISON AVE.
NEW YORK, N. Y.

Base 29"x25"
Upright 29"x48"
(Weight 70 lbs.)

TRUCKS (Drum)

The Colson Corp., Elyria, Ohio.
(See advertisement elsewhere in this issue.)

TRUCKS (Fork)

Towmotor Co., 1244 E. 152nd St., Cleveland, Ohio.
(See advertisement elsewhere in this issue.)

TRUCKS (Hand)

Electric Wheel Co. Dept. DW, Quincy, Ill.
(See advertisement elsewhere in this issue.)

Hamilton Caster & Mfg. Co., Dept. D, Hamilton, Ohio.
(See advertisement elsewhere in this issue.)

International Engineering, Inc., 1145 Bolander Ave., Dayton, Ohio.
(See advertisement elsewhere in this issue.)

Lansing Co., Lansing, Mich.
(See advertisement elsewhere in this issue.)

Self-Lifting Piano Truck Co., Findlay, Ohio. (Special piano)
(See advertisement elsewhere in this issue.)

Standard Pressed Steel Co., Box 560, Jenkintown, Pa. (Platform)
(See advertisement elsewhere in this issue.)

TRUCKS (Jack)

The Colson Corp., Elyria, Ohio.
(See advertisement elsewhere in this issue.)

TRUCKS (Lift)

Towmotor Co., 1244 E. 152nd St., Cleveland, Ohio.
(See advertisement elsewhere in this issue.)

TRUCKS (Refrigerator)

International Engineering, Inc., 1145 Bolander Ave., Dayton, Ohio.
(See advertisement elsewhere in this issue.)

Lansing Co., Lansing, Mich.
(See advertisement elsewhere in this issue.)

Self-Lifting Piano Truck Co., Findlay, Ohio.
(See advertisement elsewhere in this issue.)

WHEELS (Industrial Truck)

Darnell Corp., Ltd., Box 4027, Sta. B, Long Beach, Cal.
(See advertisement elsewhere in this issue.)

Electric Wheel Co., Dept. DW, Quincy, Ill.
(See advertisement elsewhere in this issue.)

International Engineering, Inc., 1145 Bolander Ave., Dayton, Ohio.
(See advertisement elsewhere in this issue.)

Micro Lever-Dollies

OF general utility value in all kinds of materials handling such as large cases, crates, machinery and bulky products. In use a dolly is placed under each end of the object which is then pried off the floor and ready to be taken to any part of the building. There is no weight on the men, no chance for a dangerous "tip-back," and no possibility of damage from a high fall.

The Micro lever-dolly employs the lever and the wheel and not only lifts easily but rolls away fast whether the load weighs 50 or 5,000 lbs.

A pair of these dollies on every motor truck helps speed up work. Only one is needed for lighter packages and crates.

These dollies are easy to handle and can be instantly positioned. The leverage ratio provides maximum lift with the least amount of effort. The design of the lifting plate provides maximum accessibility and permits free use in places impossible to reach with ordinary equipment.

They are fully portable. Accurate machining of the axle and wheels and proper lubricating facilities insure free-rolling action regardless of load weight.

Three models, 55, 66 and 77, provide, respectively, lifting capacities of 3,500, 4,250 and 5,000 lbs. The lifting height (load from floor) is 8 in. in all models. The weights, respectively, are 33, 40 and 50 lbs. The length, tip of nose to end of handle, ranges from 5 to 7 in. in the three models. Made by Micro-Westco, Inc., Bettendorf, Iowa. DandW.

Union Metal Skid-Platform

A NEW all-steel lift truck platform with double corrugation has been brought out by the Union Metal Manufacturing Co., Canton, Ohio. The platforms are available in all the customary variations, including a complete line of steel corrugated platform boxes.

The patented platform corrugation consists of two half round recesses joined by a raised center rib. Both recesses are raised rib traverse the entire deck of the platform, rolling over the knee in a gradual curve and down the legs.

It is claimed that this construction gives exceptional strength at the knee, where the usual point of failure occurs; that

**Plan now, to reduce
floor truck maintenance
costs for years to come...**

**..specify "HALLOWELL"
STEEL TRUCKS**



Fig. 769
Pat. App. for

STANDARD PRESSED STEEL CO.

BRANCHES
BOSTON
DETROIT
INDIANAPOLIS

JENKINTOWN, PENNA.
Box 580

BRANCHES
CHICAGO
ST. LOUIS
SAN FRANCISCO



Fig. 766
2-Wooden Stakes



Fig. 757
2-Bar Handles



Fig. 772
1 Rack



Fig. 751
4-Pipe Stakes

Long, trouble free service depends on every part of a floor truck being made strong and sturdy as possible. "Hallowell" Trucks are that way . . . that's the reason so many Terminals, Warehouses, Trucking Companies and others are replacing their present trucks with "Hallowell" Trucks.

Platforms are of a single piece of heavy steel plate that can take the bangs and jars of heavy loads without splintering. Joints are welded. Wheels are designed to run smoothly and easily . . . without wearing unevenly.

Many styles available to meet your exact needs. Send the coupon below for descriptive bulletin.

Send me your bulletin on "HALLOWELL" Steel Trucks

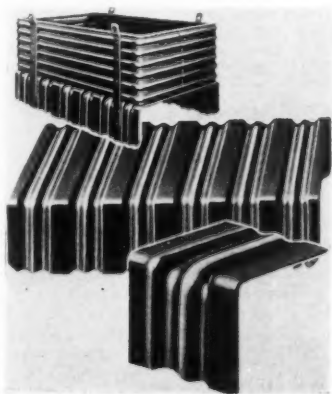
Mr. Title.....

Firm

Address

D.W. 7-39

Flowing over the bend the center rib acts as a knee brace or gusset; that in traversing the deck it acts as an integral bar brace; and that in the legs it acts as a bar brace stiffener. DandW.



The truck turns in a short radius with no slipping or skidding. The ease of control and the patented rounded corners are factors that prevent the sort of damage that goods and packages sometimes suffer from bumping and attempts to turn sharp corners.



Known as No. 5505, this truck can be made to any desired dimensions. The usual sizes have platforms ranging from 3 by 5 ft. up to 4 by 8 ft., with a weight capacity in any dimension of from 1,600 to 3,200 lbs. Maker, Hamilton Caster & Mfg. Co., Hamilton, Ohio. DandW.

Hamilton All-Steel Truck For Heavy Loads

STRONG and durable, this truck of all-steel construction is widely used by large chain stores and warehouses requiring constant movement of stock.

Even when heavily loaded this truck is moved easily and quickly because of rubber-tired, roller-bearing wheels and Champion double-ball race casters, combined with special Ale lubrication.

The tires, of a rubber composition having the same durability as motor truck tires, not only make operation practically effortless, but protect both the load and the floor.



**Speedy
HANDLING WITH
Safety**



Pianos, Refrigerators and all kind of hard-to-handle pieces are safely and much more easily moved when you are equipped with the right trucks to do the job. We have the answer to your particular handling problem. You will save the cost of these trucks many times a year. Send for special data.

SELF-LIFTING PIANO TRUCK CO.
FINDLAY, OHIO

Clear Docks Speed Up Terminal Freight Handling

(Concluded from page 40)

Without through handling of this interchanging freight, the loads had to be stacked on the dock and rehandled to the final loading destination. Naturally, such stacking interfered with traffic. The rehandling added to labor costs and slowed down the operations.

Through Routing Solves Problem

By using the Colson Lift-Jack Platform Skid System, the railroad is now able to keep all freight on live skids; it is routed through the terminal without rehandling. If a load has to rest temporarily, it is picked up on the same skid intact, without reloading, by another carrier. In other words, all of the interchanging freight is constantly mobile and the freight interchange dock is now a busy, two-way street unobstructed by piled freight.

The Colson system in this case consists of 27 lift-jacks and 300 two-wheeled Colson skids, although in other cases the number of lift-jacks and skids can be varied to meet tonnage handling requirements.

The platform skids are equipped with two wheels under the back end and two legs under the front. When the skids are loaded, it is necessary only to shove the two-wheeled lift-jack under the front and elevate the legs from the floor. The skid is thus converted into a platform truck. Heavy loads are jack-lifted by using the handle for leverage; a foot lever is provided for quickly lifting light loads. The handle on these lift-jacks stands in an upright position whether engaged or free and the handle is used for pushing or pulling.

When the platform skids are empty, they can be picked up and wheeled like an ordinary wheelbarrow, so it is not necessary to use the lift-jack to move empty skids.

Photos Illustrate System

The "through routing" system used is shown in the accompanying photographs, described as follows:

No. 1 shows the interior of the freight house. The freight shown loaded on the skids has been unloaded from freight cars and will be loaded on the tunnel cars from these skids.

No. 2 shows freight being handled from motor trucks, through freight cars for freight car loading. These skids are picked up on the dock and transported through three rows of freight cars to the fourth on Track 4. In



Fig. 1



Fig. 2

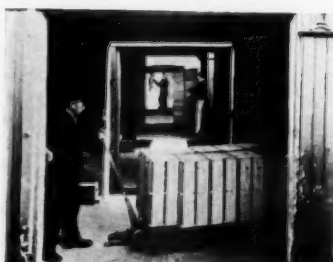


Fig. 3

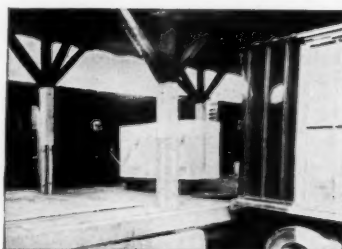


Fig. 4

this picture, one skid has been "spotted" for unloading in the rear of the car. When empty, this skid will be wheeled out by hand, and replaced with a loaded skid, hauled in on the lift-jack carrier.

No. 3 is an unusual view, picturing the motor truck at the far end, being unloaded. These loaded skids are hauled with the lift-jack through two freight cars and into this car on the third track from the truck.

No. 4 shows a platform skid, loaded inside the motor truck, being transported to the freight car. It is in this manner that 90 per cent of the freight is now handled using 300 skids and 27 lift-jacks. With this system, when the motor truck cannot be spotted close to the car to be loaded, the skid can be easily hauled along the dock to the proper car.

The key unit of the Colson system is of course the two-wheeled jack which converts the two-wheel skids into platform trucks capable of handling the largest loads with ease. A positive pin and socket coupling plus wide wheelbase on both jack and platform insure unusual stability. The casters and steel legs are placed to provide maximum clearance, and as illustration No. 4 shows, short, steep ramps are not obstacles.

After repeated test trials, these units are now constructed entirely of steel and welded in order to insure strength without excess weight, with all castings eliminated. Hardened, over-size parts and Alemite fittings reduce wear and friction. Either rubber-tired or metal wheels are provided. The platform skids are made of hardwood, with steel reinforcing. Ball bearings are used to carry the load as well as to absorb the side thrust. This minimized friction makes it easy to push or pull heavy loads.

Ind. to Collect Truck Tire Fees

Machinery to collect more than \$1,000,000 in truck tire fees, has been started by the State Motor Vehicle license division of Indiana.

Fees ranging from \$2 to \$75 will be collected from the owners of about 180,000 trucks now operating in that State.

Enforcement of the truck tax law, passed in 1937, was interrupted last year by a series of lawsuits, attacking the constitutionality of the highly controversial statute. The Supreme Court, early this year, declared the law constitutional, and an unsuccessful effort was made to repeal it during the recent Legislature.

Cal. Freight Rates Cut

The California State Railroad Commission has ordered statewide reduction in rail and truck freight rates effective Aug. 7. The order overruled carriers' protests that such reductions would cut their revenues 6 to 11 per cent on general transportation, and up to 20 per cent on specialized transportation.

A special rate is included for small shipments in densely populated districts, such as the Los Angeles metropolitan area, because of relatively higher operating costs. Rates between San Francisco and Los Angeles were drastically reduced.

An example is the present 99 cents per 100 lbs., up to 20,000 lbs., compared with a sliding scale, starting at \$1 per 100 minimum, and dropping as the weight increases, to a rate of 52 cents per 100 for 20,000 or more, under the new scale.

BIRMINGHAM, ALA.

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8 South 13th St., Birmingham

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Pool Cars Handled

Member of A.C.W.—A.W.A.—N.F.W.A. Agents for Allied Van Lines, Inc.

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General Merchandise Storage and Distribution
Pool Car Service a Specialty—Motor Truck Service
Centrally Located—Free Switching from All R.Rs.

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Pool Cars and General Merchandise—Bonded
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BONDED — FIREPROOF —
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Low Insurance Rate Bonded Trucking Service

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Storing—Shipping—Moving—Packing
Complete Storage and Distribution Service
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Low Insurance Rates

26 Years of Satisfactory Service



LITTLE ROCK, ARK.

**Commercial Warehouse Co.**

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A Complete Branch House Service
Fireproof Sprinklered • Low Insurance
Private Railroad Siding • Quick Service

LITTLE ROCK, ARK.

Arkansas' Largest Warehouse
Merchandise—Household StorageAbsolutely
Fireproof
Low
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Rates
Pool Car
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Compartmented
for household
Goods**TERMINAL WAREHOUSE CO.**
LITTLE ROCK ARKANSASMember American Warehousemen's Association
American Chain of Warehouses.

Agent for Allied Van Lines, Inc.



LONG BEACH, CAL.

STORAGE-TRUCKING
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FREIGHT-MACHINERY
TRUCK CRANES
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**CALIFORNIA WAREHOUSE**
1248 WHOLESALE ST. LOS ANGELES

Merchandise Exclusively

STORAGE
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TRANSPORTATION

LOS ANGELES, CAL.

MERCHANDISE - DISTRIBUTION - STORAGEFireproof Building, Nearest Main Retail
and Center of Wholesale District.
Executive Control of Each Account**COLYEAR'S**
VAN & STORAGE CO.
415 So. San Pedro Street

LOS ANGELES, CAL.

AN "ASSOCIATED WAREHOUSE"

DAVIES WAREHOUSE COMPANY

GENERAL OFFICES: 164 SOUTH CENTRAL AVE.

First merchandise warehouse in Los Angeles—and STILL
the FIRST . . . Established 1893 . . . MORE THAN
ORDINARY SERVICE . . . We invite inquiries relative to
your warehouse problems.

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LOS ANGELES WAREHOUSE CO.
316 Commercial Street
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*Merchandise Warehousing
and Distribution*

Reinforced Concrete Sprinklered Building
Centrally Located in Metropolitan Area
Fire Insurance Rate 11.7 Cents

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Sub Basement for
Cool, Dry Storage

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UNION TERMINAL WAREHOUSE

General offices, 737 Terminal St.

Free and U. S. Customs bonded storage. The largest, most complete and efficient Warehouse and Distribution Service in the West. Insurance Rate as low as 11.8 cents per \$100 per year. Daily motor truck service to all parts of the city and Los Angeles Harbor.

LOS ANGELES, CAL.

Make Westland Warehouses

*Your Distribution Headquarters
in So. California*

Member, A. W. A.,
C. W. A., L. A. W. A.

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Service

**Westland
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Room 1505
38 So. Dearborn St.
Chicago, Ill.



LOS ANGELES, CAL.

Overland Terminal Warehouse

1807 E. Olympic Blvd.
(NINTH AND ALAMEDA STS.)

SERVED BY THE UNION PACIFIC RAILROAD

General Merchandise Storage
U. S. Customs Bonded Warehouse No. 11
Cool Room Accommodations

FOR COMPLETE INFORMATION WRITE US DIRECTLY
OR HANDLE WITH OUR ASSOCIATES

CROOKS TERMINAL WAREHOUSES, INC.

CHICAGO	NEW YORK	KANSAS CITY
433 W. Harrison St.	271 Madison Ave.	1104 Union Ave.

OR NEAREST GENERAL AGENCY
UNION PACIFIC RAILROAD

LOS ANGELES, CAL.

Specializing In

STORAGE & DISTRIBUTION

of Food Products

WE OFFER SHIPPERS COMPLETE SERVICE IN STORAGE AND DISTRIBUTION, PLUS THE ADDED CONVENIENCE OF AUXILIARY SERVICES:

DRAYAGE	FUMIGATION	OFFICES
FINANCIAL ASSISTANCE	SECRETARIAL SERVICE	

**An Efficient Organization to Administer Your
Local Distribution**

MEMBERS: C.W.A.—L.A.W.A.

Pacific Commercial Warehouse, Inc.

923 East Third Street Los Angeles

Represented by

NATIONAL WAREHOUSING SERVICE, 519 West Roosevelt Rd., Chicago	FRANK J. TULLY, 251 West 57th St., New York
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LOS ANGELES, CAL.

1817-1855 INDUSTRIAL STREET

Star Truck & Warehouse Co.

COMPLETE FACILITIES EFFICIENT SERVICE

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Represented by Distribution Service

240,000 Square Feet New York	 Chicago	36 Motor Trucks San Francisco
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**Would Renew Pacific Coast
Labor Contract**

In a surprise action, as reported by George Weise of the *Chicago Journal of Commerce* in the June 7 issue, the Waterfront Employers Assn. of the Pacific Coast has notified Harry R. Bridges, president of the International Longshoremen's and Warehousemen's Union, San Francisco, that it is prepared to continue the agreement with the union for another year from next Fall. The offer has the concurrence of the Waterfront Employers of Seattle, Portland and Southern California. The present labor contract expires Sept. 1.

In submitting their tender for a renewal of the labor contract, the Pacific Coast shipping interests made the following statement:

"For the purpose of assuring shippers and the public that there will be no interruption of commerce, the Waterfront Employers Associations at Pacific Coast ports are prepared to continue the agreement with your union for another year from next fall.

"Conditions prevailing under the existing agreement are far from satisfactory, particularly in respect to non-observance of the contract by the union and its members, and as to performances thereunder which include a fair day's work by your members. Unless the union gives notice of a desire to modify or terminate the contract before July 31, our agreement will be renewed for another year and the employers will depend upon the arbitration procedure provided in the agreement for correction of present conditions. If the agreement is reopened by the union, then the employers must of necessity take whatever steps seem proper at that time."

Bekins Lands Navy Contract

For the first time in government history, the U. S. Navy has placed all contracts for moving, packing and crating household goods of Navy personnel stationed in Southern California with the Bekins Van & Storage Co. The contracts are effective from July 1, 1939, to June 30, 1940.

Over 5,000,000 lbs. of furniture and personal effects will be handled by Bekins for Uncle Sam's gobs, including commissioned officers, aviation cadets, chief petty officers, nurse corps, naval reserve and the coast guard.

During the fiscal year ending June, 1938, the U. S. Navy spent over \$720,000 in moving, packing and crating furniture, trunks, baggage and personal belongings between ports of the seven seas. Bekins has held ten or twelve naval contracts in the past, but this is the first time that one warehouse company has been honored with all available government contracts for moving the men of the Navy.

SACRAMENTO, CAL.

W. E. HIBBITT, Owner

LAWRENCEWarehouse & Distributing Co.
STORAGEMERCHANDISE—HOUSEHOLD GOODS
POOL CAR DISTRIBUTING—DRAYAGE

Your Detail Handled as You Want It

11TH & R-STs.

P.O. BX. 1194



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HASLETT WAREHOUSE COMPANY

280 Battery Street, San Francisco

Largest and most complete storage and trucking
service on the Pacific Coast.Operating in San Francisco, Oakland,
Stockton and Sacramento.

S. M. HASLETT - President

Member: American Warehousemen's Assn.
American Chain of Warehouses, Inc.

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WESTERN VAN & STORAGE CO.

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Merchandise and household goods Warehouse

Specializing in General Merchandise, Hops and Flour.
Private Siding on S.P.R.R.—10-Car Capacity. Distribu-
tion of Merchandise and Household Goods Pool Cars.

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Member:
American Warehousemen's Association
Distribution Service, Inc.**Complete
Warehousing
SERVICE**General Merchandise
United States Customs
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Internal Revenue Bonded Storage.
Draying and Pool Car Distribution.
Office Accommodations
and
Telephone Service.**SAN FRANCISCO WAREHOUSE COMPANY**

625 Third Street

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SAN FRANCISCO, CALIF.

**GIBRALTAR WAREHOUSES**

201 CALIFORNIA ST.

OPERATED IN CONJUNCTION WITH

OVERLAND FREIGHT TRANSFER CO.AND
TILDEN SALES BUILDING**Lawrence Acquires Haslett****N. W. Field Warehouse Business**

In a transaction which considerably extends its business activities in the Pacific Northwest, the Lawrence System has acquired all of the field warehouses previously conducted in that region by the Haslett Warehouse Co.

Under the purchase agreement, the Lawrence System has taken over the Haslett business throughout the states of Washington, Oregon and Idaho, with headquarters in Portland.

The Lawrence System also operate 15 other divisional headquarters in Alaska, British Columbia and the Hawaiian Islands. E. E. Manning, Lawrence System vice-president, will maintain supervision of his firm's newly acquired operations; while O. W. Wolfe, H. S. Wood and R. B. Wallace, formerly of the Haslett company, are now identified with Lawrence.

Want Liquor in Tank Car**Rates Lowered**

A proposal has been made to make the reduced all-rail rates on alcoholic liquors, effective May 15, on shipment to Pacific Coast points applicable where shipments of gin or whisky are made in tank cars. One of the leading Illinois distillery interests has had the trans-continental freight bureau place this on its docket.

The rate is now \$2.25 per 100 lbs. on shipments in glass or other metal containers or in bulk in barrels on groups A and B and the same price on group C and west on shipments moving to the Pacific Coast.

The proposal to make these rates applicable where shipments are made in tank cars is based on operation of bottling plants on the Pacific Coast which have been supplied with alcoholic liquors shipped in barrels.

**100 Attend Western
Mayflower Convention**

With 100 warehousemen in attendance from the eleven Western States, also Ernest S. Wheaton, vice-president and general manager of the Aero-Mayflower Transit Co. and E. Henry Lamkin, secretary of the Mayflower Warehousemen's Assn., the Pacific Coast division of the Mayflower Warehousemen's Assn. held

DENVER, COL.

**North Denver Transfer
and Storage Company****Modern Merchandise Warehouses**A dependable agency for the distribution of
merchandise and manufactured products.Storage
ForwardingCartage
Distributing

Centrally Located

Free Switching

Office: 2016 Blake Street, DENVER, COLORADO

Represented by

NEW YORK

ALLIED DISTRIBUTION INC.

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DENVER, COL.

We offer a complete service—Merchandise and Household Goods Storage, Pool Car Distribution, Moving, Packing and Forwarding.

We also operate the Weicker Transportation Co., a statewide daily motor freight service under regulation of the Public Utilities Commission.

Connections with Interstate Truck Lines to
Principal Cities.

Burglar Proof Silver Vaults, Cedar Lined Rug
Vault, Fumigating Vault, Private Lockers

The WEICKER TRANSFER & STORAGE CO.

1700 Fifteenth Street

DENVER

COLORADO

Member of N. F. W. A.—A. C. W.—A. W. A.

PUEBLO, COLO.

**BURCH WAREHOUSE AND
TRANSFER CO. INC.**

General Office and Warehouse

200 SO. SANTA FE AVENUE

Modern Sprinklered Fireproof Building

Freight Forwarding and Distribution

Household and Merchandise Storage

PACKING AND SHIPPING

Member of May. W. A.—A. W. A.—Colo. W. A.

For the convenience of shippers, this section is arranged geographically

BRIDGEPORT, CONN.

U. S. Customs Bonded



The Bridgeport Storage Warehouse Co.
General Offices 10 Whiting St.
FIREPROOF STORAGE WAREHOUSE
 General Merchandise Storage and Distribution
 Total Storage Area 50,000 Sq. Ft.
 Household Goods, Moving, Packing and Shipping
 N. Y., N. H. and H. R.R. Siding

BRIDGEPORT, CONN.
HARTFORD, CONN.E. G. MOONEY, Pres.
J. G. HYLAND, V-Pres.HARTFORD DESPATCH
and WAREHOUSE CO., Inc.

U. S. BONDED WAREHOUSES—POOL CAR DISTRIBUTION—PRIVATE SIDING—COMPLETE FACILITIES FOR MOVING PACKING, AND STORING OF HOUSEHOLD EFFECTS—WAREHOUSES, TERMINALS AT SPRINGFIELD AND BOSTON, MASS. OUR FLEET COVERS CONNECTICUT AND MASSACHUSETTS DAILY.

ALLIED VAN LINES' AGENTS

Member of: A.W.A.—A.C.W.—N.F.W.A.—C.W.A.

HARTFORD, CONN.

Established 1902



SILLENCE
Warehouse Co., Inc.
 HOUSEHOLD GOODS EXCLUSIVELY
 Fireproof Warehouses

N.W.A. C.W.A. C.M.T.A. C.C.C.

NEW HAVEN, CONN.

M. E. Kiely, Mgr.



DAVIS STORAGE COMPANY

335 East St., New Haven, Conn.

Modern Fireproof Merchandise and Household Goods Warehouse

Private seven-car siding, adjacent to Steamship and R. R. Terminals. Pool and stop over cars distributed. Merchandise—New Furniture—Household Goods Storage—Packing—Crating—Shipping. Motor Truck Service to all towns in Connecticut. Low Insurance Rate. Prompt, Efficient Service.

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STORAGE and DISTRIBUTION



Established 1860

Merchandise, automobiles, furniture—23 buildings—ADT supervised watchman service—Low insurance rates—15 car siding—Central location—Daily truck delivery service covering Connecticut and southern Massachusetts—Bonded with U.S. Customs.



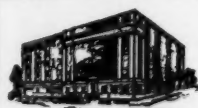
THE SMEDLEY CO.

165 Brewery St., New Haven, Conn.
 Members: A.W.A., N.F.W.A., C.W.A., M.T.A. of C., New Haven Chamber of Commerce.
 Hauling member Allied Van Lines, Inc.



WASHINGTON, D. C.

Telephone ADams 5600

FEDERAL STORAGE
COMPANY

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E. K. MORRIS, President (See Page Advertisement Directory Issue)
 Member—N.F.W.A., AVL, W.W.A., C.S.T.A., D.C.T.A.

WASHINGTON, D. C.

Maurice Kressin, Mgr.

Manhattan Storage & Transfer Co.

639 New York Ave., N.W., Washington, D. C.
 Household Goods storage, packing, shipping. Pool Car Distribution Merchandise.

Lift vans local delivery.

Member Ind. Movers & Warehousemen's Assoc.

WASHINGTON, D. C.

SHIPMENTS DELIVERED AT CURRENT RATES IN WASHINGTON AND VICINITY

Security Storage Company
OF WASHINGTON

Capital, Surplus and Reserves over \$1,200,000

Security (steel) lift vans for overseas shipments. Door to door rates quoted, both to and from Europe and South America. All risk insurance if desired.

Members, NFWA, AVL
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WASHINGTON, D. C.

Fireproof Storage Warehouses



SMITH'S
TRANSFER &
STORAGE CO., INC.

1313 Von St. N.W.
 Washington, D. C.
 A.T.A.—D.C.T.A.—Board of Trade, Washington, D.C.

its third Western convention, which was the first in San Francisco, at the Hotel Empire, May 12-13. The meeting was conducted by another guest, K. K. Meisenbach, of Dallas, Texas, president of the National association which has some 400 members in the United States.

During the 2-day convention many vital problems affecting warehousing were up for discussion and resolutions were passed and referred for action to the directors' meeting and national convention scheduled to be held in New York July 15-16. Recommendations made by the Pacific Coast group, to be taken up at that time for action, included: (1) A resolution on the rate situation insofar as tariffs are concerned under the Federal Motor Carrier Act, looking forward to having all companies under the same basic rate on long distance moving; the discussion on this subject was led by E. H. Lamkin. (2) Advertising programs to be entered into locally by individual operators and on a national scale, including such media as: telephone directories, newspapers, magazines, radio, direct mail, billboards and road signs, maps, novelties, group advertising; Wm. P. Shirk led this discussion. (3) Problems in connection with merchandise storage with particular reference to household goods, local moving and insurance; led by R. G. Culbertson. (4) Labor matters: the high cost of labor, particularly in the Pacific Coast area, compared with other points in the country. This was a general discussion and the entire matter of labor, unionization, labor conditions and costs was thoroughly gone into. Recommendation was, that a program of public relations be initiated, to take in not only employer-employee relations but the general public.

Storage problems and techniques were discussed at length by W. A. Cassell assisted by K. Christie; Local Moving by L. Strelitz and R. Miller; Insurance, with particular reference to group or collective insurance, by A. Martinez, Home Insurance Co. of New York.

Packing and shipping, as well as labor, came in for general discussion from the floor.

Dr. Paul W. Ivy, of University of Southern California, gave the convention some good information and counsel with respect to "Sales Promotion," on which he is known as an expert. Other talks were by E. S. Wheaton, Fergus Cambern, L. R. Benson; Mr. Benson and W. H. Von Behren gave a Sales Skit together that roused much merriment.

Chas. H. Samuels and E. B. Haunschild, U. C. Express and Storage Co. in Oakland and Berkeley, were introduced as new members serving that area.

Wm. P. Shirk remains as vice-president of the Mayflower Warehousemen's Assn. representing the eleven Western States. Next regional meeting will be in Salt Lake City, Utah.

Hosts to the convention delegates were C. C. Miller, Miller Moving & Storage Co., San Francisco, and his son, Raymond.

The meeting wound up with a banquet at the Music Box, with Sally Rand as entertainer for the group.

New Haven Harbor Project Advanced

The Secretary of War has forwarded to Congress a recommendation for improvement of the New Haven, Conn., harbor, at an estimated first cost of \$1,673,000. It would provide a main channel of 30 ft. deep at mean low water, 400 to 1,111 ft. wide from Long Island Sound to Tomlinson Bridge; two anchorage basins, one 30 ft. deep, 1,100 ft. wide and 2,700 to 4,900 ft. long, and one 16 ft. deep, 600 ft. wide and 2,700 ft. long, at the head of the harbor, south of Long Wharf and west of the main channel.

"Hot Cargo" Left by Liner in S. D. Labor-Navy Row

Without some 40 tons of navy household goods, declared "hot cargo" by A.F.L. teamsters, the intercoastal liner Maine left San Diego, Cal., pier recently for the East Coast. The ship which arrived from Tacoma was delayed 5 hrs. by the dispute, and took on other East-bound cargo, including canned fish, kelp meal and general merchandise.

Several navy families, transferred to East Coast stations, will have to get along without their furniture until arrangements can be made for shipment. The household articles were placed on the teamsters' "unfair" list after they were assertedly transported to the pier by a trucking firm employing non-union drivers. The teamsters' union picketed the goods, and C.I.O. longshoremen refused to pass the picket line.

Mayflower Appeals Federal Income Tax

Mayflower Warehousemen's Assn. has carried to the U. S. Board of Tax Appeals a protest against assessment by the Bureau of Internal Revenue of a \$134.99 federal tax on 1936 income.

E. H. Lamkin, executive secretary of the association, contends that the activities of the petitioner are directed to the improvement of business conditions in warehousing, and that it is not engaged in any transaction for profit. He explained in the appeal that its members do not pay for services rendered to them individually. On the contrary, it was stated, the entire income is from dues.

The tax commissioner contends, however, that the association cannot qualify as an organization entitled to exemption from Federal income tax because it is rendering individual economic services to the members through the performance of particular services for them in connection with their private businesses.

WASHINGTON, D. C.



GENERAL MERCHANDISE STORAGE

Pool Car Distribution—
City Delivery Service

Direct Switching Connections into Warehouse
Pennsylvania Railroad

TERMINAL REFRIGERATING & WAREHOUSING CORPORATION

4th and D Streets, Southwest

Member of A. C. W.

WASHINGTON, D. C.

W. E. EDGAR, Supt.

THE TERMINAL STORAGE COMPANY OF WASHINGTON

First, K and L Streets, N. E.

Large buildings of modern construction, total floor area 204,000 square feet, of which 109,000 square feet is of fireproof construction.

Storage of general merchandise.

CONSIGN SHIPMENTS VIA B. & O. R. R.

Heated rooms for protection against freezing.

Member of American Warehousemen's Association.

WASHINGTON, D. C.

Established 1901



UNITED ★ STATES STORAGE COMPANY

418 10th Street, N. W.

We Reciprocate Shipments

(See Advertisement in Directory issue, page 82)

Member of N.F.W.A.—W.W.A.

JACKSONVILLE, FLA.

FLORIDA'S LARGEST WAREHOUSE

UNION TERMINAL WAREHOUSE COMPANY

East Union and Ionia Streets

Merchandise Storage—Custom Bonded—Pool Car Distribution

Reconsigning—Trucking Service—Trackage 52 Cars

Reinforced Concrete—Sprinkler System—A.D.T. Service

Insurance Rate 12 Cents

Rental Compartments—Sub-Postoffice, Western Union Tel.

Members A.W.A.—A.C.-of-W.—J.W.A.

MIAMI, FLA.

RYDER TRUCKING CO., INC.

Two Fireproof Storage Warehouses

OFFICES 26 N.E. SEVENTH ST.

General Merchandise Storage-Distribution. Low Insurance Rate. Sprinklered Concrete Building. 4 Consolidated Deliveries Daily—4 Car Siding—Florida East Coast R. R.

PENSACOLA, FLA.

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The Bonded Warehouse Company

Handling merchandise in brick buildings sprinklered, on private siding L&N (3-car capacity) at 710 So. Palafox St. U. S. Customs bonded; U. S. Warehouse Act bonded.

For merchandise and household goods we have at 711 Jefferson St. 35,000 sq. ft. Consign CL Shipments via L&N; LCL via L&N-Frisco. Specialize in sugar, autos, oil, beer, liquors, canned goods, wire rope, cotton. Distribute pool cars, transfer household goods. Three trucks. Branch office and show room facilities.

PENSACOLA, FLA.

H. P. FERRISS, Pres. H. W. FERRISS, Mgr.



FERRISS WAREHOUSE & STORAGE

Merchandise Storage

POOL CARS DISTRIBUTED. PRIVATE SIDING

HOUSEHOLD GOODS STORAGE

LOW INSURANCE RATES

TAMPA, FLA.



"Your Tampa Branch House"

CALDWELL

BONDED WAREHOUSES

MERCHANDISE—HOUSEHOLD GOODS

Members | American Chain of Warehouses
Members | American Warehousemen's Assn.

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TERMINAL

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Merchandise Storage
Pool Car Distribution
Commercial Cartage
Water & Rail connections
Low Insurance Rate
Household Goods Storage
Moving—Packing—Shipping
Agents Allied Van Lines
National Movers

Members: AWA—NFWA

TAMPA, FLA.



TAMPA UNION TERMINAL, INC.
TAMPA, FLORIDA

Offering storage and distribution in the South's largest and most modern combined General and Cold Storage Warehouse. Building of Reinforced concrete with sprinkler system, low insurance rates. Private railroad sidings served by S&L and A.C.L. Private Docks. Special attention given Pool Car Distribution. Internal Revenue and U. S. Customs Bonded Warehouse with storekeeper retained permanently.

"Let Us Solve Your Distribution Problems"

Member American Warehousemen's Association

TAMPA, FLA.

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WAREHOUSE, INC.
BONDED

CARLOAD AND COMMERCIAL STORAGE
POOLED CAR DISTRIBUTION

Morgan and Water Streets, Tampa, Florida

ATLANTA, GA.

AMERICAN BONDED WAREHOUSE

Affiliated with

SOUTHEASTERN BONDED WAREHOUSES

"Better Warehouse Service"

651-653 Humphries St., S. W.—Sou. R. R.

Merchandise Warehousing Pool Car Distribution
Sprinklered A.D.T. Burglar Protection A.W. Am.



ATLANTA, GA.

FRED E. STEVENS, Owner and Manager

ATLANTA SERVICE WAREHOUSE

"Service" Is Our Middle Name

376 Nelson St., S. W. Cor. of Mangum

FIREPROOF WAREHOUSE WITH SOUTHERN RAILROAD SIDING.

LOW INSURANCE RATE.

Branch office space for rent.

Merchandise Warehousing Member of A.W.A. Pool Car Distribution

ATLANTA, GA.

BONDED SERVICE WAREHOUSE

COR. SPRING & PACKARD STS., S.W.

MERCHANDISE STORAGE

POOL CAR DISTRIBUTION

MODERN FIRE PROOF BUILDINGS

C. OF GA. RY. SIDING

Freight Rate Rise Out

Of Line with Prices Received

Freight rates on livestock currently are the highest in 17 yrs., the Bureau of Agricultural Economics critically reports, citing rates on wheat averaging the highest since 1934, and on cotton the highest since 1920.

The current index relates to the year ending June 1939. For this period it is estimated that rates on livestock will average 163 per cent of the base period, 1913. This compares with 147 per cent in the year ending June 30, 1938. The highest preceding figure was 120 in 1920. The index is an average for beef cattle, hogs and sheep.

The current index for wheat is 145 per cent of the 1933 period, compared with 140 in the year ending June 30, 1938. The highest for wheat in 18 yrs., was 164 per cent in 1920. The index for cotton is 106 per cent of the 1913 period, compared with 102 in the year ending June 30, 1938. The highest index for cotton during the period was 176 in 1921.

Advances in current indexes reflect in part the general increases of 5 per cent in railroad freight rates on agricultural commodities authorized last year by the Interstate Commerce Commission, according to C. C. Matlock of the Bureau. They reflect also, says Matlock, the fact that "numerous rates which were voluntarily reduced by the carriers during the years of severe depression . . . were restored in 1938 to levels at or near those regarded as 'normal'."

A comparison is made of indexes of prices of farm products with the freight rates for beef cattle, sheep, hogs, wheat and cotton. It shows that, in relation to 1913 levels, agricultural freight rates are much higher this year than farm prices of the commodities on which they apply. The index of prices received for beef cattle is only 65 per cent of the index of freight rates for beef cattle, for sheep only 52 per cent, hogs 63 per cent, wheat 48 per cent, and cotton 65 per cent.

Matlock says that the declines in these percentage ratios from 1929 to 1938 "provide evidence of a drastic decline of farm prices since 1929 in relation to corresponding freight rates," that "owing to this relative decline in agricultural commodity prices, freight charges now absorb a materially increased proportion of the destination value of agricultural freight."

Lower Fibreboard Rates
Westbound

On June 6 the Maritime Commission refused to suspend protested rate reductions on shipments of solid fibreboard blank boxes, westbound, published by the Intercoastal Steamship Freight Assn. and Calmar line to become effective June 9.

Pacific Coast box firms had attacked the rates as being preferential to eastern shippers. The rates were filed in items 2728a on 7th amended page 234 of Agents Wells' SB-1 number 6 and Calmar's SB-1 number 1 and provided for reducing from 40 to 36 cents the 100-lb. rate on minimum shipments of 100,000 lbs.

Refusal to suspend the rates, according to the Commission, was influenced by the defense of the Conference that the proposal was made to prevent any further charter shipments of the commodity, which was confirmed by the Kiechefer Container Corp. in a plea against suspension, backed by a threat again to employ the Steamship Malantic in bareboat charter operations, if the 40-cent rate prevailed.

The Commission's ruling was also based on the fact that the new rate is 1 cent higher than that in effect prior to the increase to 40 cents last year, which caused the charter party operation. The two rates were reissued in new amendment pages to both tariffs, effective June 15 along with other items, but the June 9 action makes the reduction effective June 9.

ATLANTA, GA.

H. W. Gullatt, Pres.

M & M WAREHOUSE CO.

29 HAYNES ST. N.W.

General Storage—Pool Car Distribution
Concrete Sprinklered WarehouseCall on us for any usual or unusual service in connection with your warehousing or distribution problems. We can help you.
Consign via any R.R.—Private Sidings A.B.&C. Ry.
Represented by American Chain of Warehouses

ATLANTA, GA.

"Atlanta's Largest"

MONROE BONDED WAREHOUSES

Invested Capital \$325,000

Lowest Warehouse Insurance Rate in Atlanta

MERCHANDISE—COLD STORAGE—TRUCKING

Private Railroad Sidings—Concrete Warehouses

A.D.T. Service

Member: A.W.A.

ATLANTA, GA.

SECURITY WAREHOUSE COMPANY

113-129 COURTLAND ST. S.E.

Commercial Warehousing at its Best

ESTABLISHED
1917MEMBER
A. W. A.

SAVANNAH, GA.

ATLANTA, GA.

BENTON RAPID EXPRESS

The Fastest Freight Service Between Atlanta and Savannah and Intermediate Points.

CUSTOMS BONDED AND INSURED

Ask us to quote on all kinds of shipments received from and delivered to Steamship Lines—Serving the Port of Savannah

Principal Office
410 W. Jones St.,
SavannahAtlanta Office
436 Whitehall St. S.W.

SAVANNAH, GA.

Savannah's only bonded warehouse
SAVANNAH BONDED WAREHOUSE & TRANSFER COMPANY,

BAY STREET EXTENSION & CANAL,

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General Storage—Distribution—Reconsigning
Custom House Brokers—Custom Bonded
Regular steamship service from principal Eastern, Western & Gulf ports—track connections with all rail and steamship lines.R. B. Young, President.
F. J. Robinson, Vice-President.
Members—A.W.A.—A.C.W.

HONOLULU, HAWAII

**WHEN SHIPPING GOODS TO
HONOLULU**Consign to us and the same will be given our best attention.
Modern Concrete Warehouses. Collections promptly remitted.
Correspondence Solicited**CITY TRANSFER COMPANY**

Cable Address: LOVERINO, HONOLULU

HONOLULU, HAWAII

LET US
HANDLE
AND
STORE
YOUR**MERCHANDISE - HOUSEHOLD EFFECTS, Etc.**Large new reinforced concrete warehouses—Sprinklered
Low Insurance — Collections — Distribution Service**HONOLULU CONSTRUCTION & DRAYING CO., LTD.**

P. O. Box 190

Cable address, "HONCONTRA"

BOISE, IDAHO

Selling Services Arranged

BOISE COLD STORAGE COMPANYMerchandise Warehousing & Forwarding
Negotiable Warehouse Receipts Issued
Pool Car Distributors

304 S. 16th St.

P. O. Box 1656

On U.P.R.R.

CHICAGO, ILL.

A National System of Warehousing

40 Warehouses

40 Cities

Represented by
NEW YORK ALLIED DISTRIBUTION INC.

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**Combine your Chicago Office
and your Warehouse**

at ANCHOR. The best

location in Chicago—across the street from Tribune Tower and only three minutes from the loop.

You will find here every facility for the efficient storage and distribution of your merchandise.

Re-shipping facilities second to none—direct tunnel connection with all railroads eliminating cartage. Private switch on C&NW Railway—delivery platform inside the building—private dock on Chicago River outside all bridges—lighterage connection with rail lines eliminating switching delays.

ANCHOR STORAGE CO., 219-229 East North Water Street**CHICAGO**Represented by
DISTRIBUTION SERVICE, INC.

CHICAGO, ILL.

"CHICAGO'S BEST LOCATED WAREHOUSES"**CENTRAL STORAGE
& FORWARDING COMPANY**

2001 West Pershing Road . . . CHICAGO

Telephone . . . LAFayette 5628

CHICAGO, ILL.

**DOWNTOWN
WAREHOUSE**

Most Centrally Located
2 Blocks from New Union Station

**CANAL &
HARRISON STS.**

Tunnel and Trap Car
Service

CROOKS TERMINAL WAREHOUSES

CHICAGO

NEW YORK OFFICE: 271 MADISON AVENUE

KANSAS CITY

**SOUTH SIDE
WAREHOUSES**

5801-5967 West 65th St.

Capacity 1200 Carloads

Insurance Rates as Low as 12c.

SOUTHSIDE RESHIPPING WAREHOUSES
CHICAGOCHICAGO'S MOST MODERN
WAREHOUSES

Also operate three modern warehouses in Kansas City and the
Overland Terminal Warehouse Company at Los Angeles, California

LIBERAL LOANS MADE ON STAPLE COMMODITIES

CHICAGO, ILL.

CHICAGO'S LOOP WAREHOUSE**C & A TERMINAL CO.**

358 W. HARRISON ST.

Modern concrete building. 30 car track served by Alton-B. & O. R.R.
Tunnel connection all railroads for L.C.L. shipments. Next door Parcel
Post Bldg. for economical and speedy handling of Parcel Post shipments.

CHICAGO, ILL.

CURRIER-LEE WAREHOUSES, Inc.

427-473 W. ERIE ST.

Complete Facilities for Merchandise
Storage and Distribution

CHICAGO, ILL.

Member: N.F.W.A.
Allied Van Lines

Serving Chicago & Suburbs For
Over 35 Years.

Consign Your Shipments To
JOYCE BROS. STGE. & VAN CO.

Main Office 6428 N. Clark Street
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CHICAGO, ILL.

LAKESIDE TERMINAL WAREHOUSE CO.

455 E. South Water St.

Chicago, Ill.

Pool Cars Solicited

COMPLETE FACILITIES FOR MERCHANDISE
DISTRIBUTING WAREHOUSING FORWARDING

New Uruguay "In Transit" Rule

Uruguay has established new regulations amplifying previous provisions governing merchandise imported "in transit."

The new regulations are to facilitate transit commerce. Importers who desire to bring in merchandise "in transit" are required to be registered as such, and must furnish a guarantee in proportion to the probable amount of goods they intend importing.

The following articles may be imported "in transit":

Sugar; iron and other metals in ingots; sheets and bars; tobacco in general; cigarettes and cigars; lumber in general; chemical products for industry; medicinal products; jute; empty linen (lienzo) bags; coffee and cocoa in the bean; coal; and combustibles and lubricants.

Bill of Lading Charge Increase

Effective June 16, the charge for the preparation of bills of lading and consular invoices was increased from \$2.50 to \$3.50 by the Atlantic and gulf conferences of east coast Columbia, west coast Central America and west coast South America.

Orient Potash Rates Higher

The Pacific westbound conference lines to the Orient, effective July 1 and through to December, are increasing their rate on potash from \$4.50 to \$5 per 2,000 lbs.

\$10,000 for New Use of Cotton

The Legislature of Texas put \$10,000 on the barrel head recently and invited anybody in Texas to take it. There are, however, a few conditions. The sum goes to the first Texan discovering a new use for cotton by which to increase consumption 300,000 bales annually.

Waterways and Terminals

(Continued from page 23)

that during this period only one-third of this amount was moved by all rail routes. "Unless some action is taken the rails will lose all the traffic," it is stated.

Copper Moving on Lakes

The first cargo of copper to reach Detroit this year was unloaded recently at the Detroit Harbor Terminals by the canal motorship *Buckeye State*, which had gone to Lake Superior to pick up the 700-ton shipment. The *Benson Ford* unloaded 12,000 tons of ore at the Ford River Rouge plant, the first cargo for the big Ford motorship.

Value of Duluth Commerce

According to a report of the United States Engineer's office, Great Lakes commerce at Duluth last year was valued at \$272,051,297. Ore shipments of 15,072,888 tons were valued at \$782,292,606, making a heavy decline from 1937 ore shipments of 45,911,529 tons, valued at \$305,077,574. Incoming freight last year, placed at 7,987,547 tons was worth \$80,758,691, as against 11,227,050 tons, valued at \$140,994,143 in 1937.

Movement of Oil on Lakes

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President

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Vice-President

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New Uruguay "In Transit" Rule

Uruguay has established new regulations amplifying previous provisions governing merchandise imported "in transit."

The new regulations are to facilitate transit commerce. Importers who desire to bring in merchandise "in transit" are required to be registered as such, and must furnish a guarantee in proportion to the probable amount of goods they intend importing.

The following articles may be imported "in transit":

Sugar; iron and other metals in ingots; sheets and bars; tobacco in general; cigarettes and cigars; lumber in general; chemical products for industry; medicinal products; jute; empty linen (lienzo) bags; coffee and cocoa in the bean; coal; and combustibles and lubricants.

Bill of Lading Charge Increase

Effective June 16, the charge for the preparation of bills of lading and consular invoices was increased from \$2.50 to \$3.50 by the Atlantic and gulf conferences of east coast Columbia, west coast Central America and west coast South America.

Orient Potash Rates Higher

The Pacific westbound conference lines to the Orient, effective July 1 and through to December, are increasing their rate on potash from \$4.50 to \$5 per 2,000 lbs.

\$10,000 for New Use of Cotton

The Legislature of Texas put \$10,000 on the barrel head recently and invited anybody in Texas to take it. There are, however, a few conditions. The sum goes to the first Texan discovering a new use for cotton by which to increase consumption 300,000 bales annually.

Waterways and Terminals

(Continued from page 23)

that during this period only one-third of this amount was moved by all rail routes. "Unless some action is taken the rails will lose all the traffic," it is stated.

Copper Moving on Lakes

The first cargo of copper to reach Detroit this year was unloaded recently at the Detroit Harbor Terminals by the canal motorship Buckeye State, which had gone to Lake Superior to pick up the 700-ton shipment. The Benson Ford unloaded 12,000 tons of ore at the Ford River Rouge plant, the first cargo for the big Ford motorship.

Value of Duluth Commerce

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President

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John J. Egan
Vice-President

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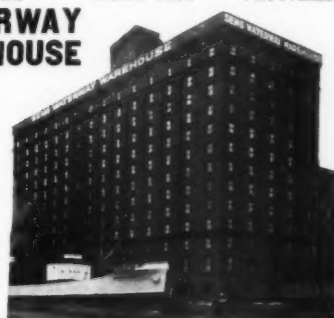
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Best distributing point in Middle West.

Located on five Trunk Lines and Outer Belt
which connects with every road entering Chicago.

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Chicago freight rates apply.

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Eastern States Co-operative Milling Corp., Buffalo, N. Y., will build one of the largest grain storage elevators on the Great Lakes at Huron, Ohio, near Sandusky, announced W. P. Frost, manager of the company, which has completed a survey of the proposed site where both water and rail shipping facilities will be provided. The firm is one of the leading milling concerns in Buffalo producing feed products almost exclusively. Construction of the elevator will begin this summer.

Canal Operators Ask Complaint Dismissed

Attorneys for eleven firms and individuals among those named as defendants in the Maritime Commission's docket 509 proceeding brought at request of New York Marine Co. vs. Buffalo Barge Towing, and others have filed briefs asking the commission to dismiss the proceeding as affecting them.

The firms involved in the plea for dismissal are Caniners Marine Co., Inc., Standard Towing Corp., Reliance Marine Transportation and Construction Corp., McLain Marine Corp., and O'Donnell Transportation Co., Inc. and individuals are Jos. R. Hutton, Harry Killian, Frank Cunningham, Frank Egan, Frank Lowrey, and John Mulqueen.

The case went to hearing in New York some weeks ago at which time the complaining firm withdrew all allegations of law violations and confined the proceeding only to the question of whether the defendants, some 25 firms, are common carriers subject to regulatory powers of the commission.

The firms involved mostly operate between New York and Buffalo via the Hudson River and the New York State Barge Canal, and the principal contention of the eleven defendants in the new briefs is that none are common carriers because none hold themselves out to the public, because virtually all shipments are bulk cargoes carried for a single shipper and because almost no through rates are maintained or participated in. Further, the briefs contend the eleven do not operate on the high seas and are not subject to commission regulation, citing various court decisions holding that New York Harbor and other harbors, even when actually a part of the Great Lakes or the ocean are not part of the high seas. The Vestris case is one cited.

The briefs argued that these defendants are not engaged in transportation from port to port between one state and another state, because any movement in New York Harbor is within one port and movements to or from that harbor to other ports in the State of New York are not by way of the high seas or the Great Lakes, nor may they properly be deemed interstate movements.

The commission still has under consideration the troublesome question of whether New York Harbor is part of the high seas and whether movement from the mouth of the barge canal to Buffalo is carriage on the Great Lakes. Dismissal of the case against this latest group, so to ask, will hinge on that determination.

Acquires Barge Line Control

Purchase of a block of 266,667 shares of Mississippi Valley Barge Line stock by a St. Louis syndicate, which would then have a control of the company, was practically completed June 3 with a contract for the sale signed and only approval of the transaction by the Securities and Exchange Commission needed. The stock was owned by the Atlas Corporation, an Eastern concern, which will still retain 200,000 of the company's 700,000 shares. The St. Louis syndicate will have more than 50 per cent of the stock with the purchase of the 266,667 shares. The Mississippi Valley Barge Line is the only privately-owned common carrier on inland waterways, the other carrier being the Federal Barge Lines. The Mississippi Valley company operates between Cincinnati and New Orleans and between St. Louis and New Orleans. Its results for 1938 show net profit after

(Continued on page 60)

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Waterways and Terminals

(Continued from page 58)

all charges amounting to \$288,790. The year 1939 has
shown the same unbroken upward trend, with earnings
for the first 4 mos. amounting to \$113,112, as against
earnings in the first 4 mos. of 1938 of \$30,684.A. Miller McDougall, formerly managing director of
the McDougall-Duluth Shipbuilding Co., Duluth, Minn.,
and later president of the Terminals & Transportation
Corp., of America, Buffalo, N. Y., has been elected port
director of the Oxnard Harbor District, with offices at
Oxnard, Ventura County, Cal., where the Oxnard Har-
bor District is constructing a new and modernized land-
locked harbor with docks, terminals, railway belt lines
and industrial sites.

Canal-Lakes Carrier

The Erie & St. Lawrence Corp., 19 Rector St., New
York, has awarded a contract to the Charleston Ship-
building & Dry Dock Co., Charleston, S. C., for con-
struction of a steel Diesel-propelled cargo vessel, 290 ft.
long, 42 ft. wide and 18 ft. deep. The vessel is intended
for use on the New York barge canal and the Great
Lakes. The Erie & St. Lawrence Corp. has for a num-
ber of years operated the I.L.I. fleet of motorships. The
new vessel will be of 4,090 tons displacement and 3,256
tons deadweight.

Chesapeake & Delaware Canal Hearing at Philadelphia

Baltimore port and shipping interests recommended
sweeping modifications in the physical characteristics
and in the system of traffic control on the Chesapeake
& Delaware Canal at the recent hearing on the canal
held before Major C. W. Burlin, War Department Dis-
trict Engineer. The hearing took place at Philadelphia.
The Baltimore interests presented facts and exhibits as-
sembled by the Steamship Trade Assn. and the Balti-
more Assn. of Commerce, to urge speedy adoption of
their requests for "refinements" of the waterway.Local shipping interests view operation of the canal
as a sea-level project thus far as an "experimental pe-

period," with the net results indicating not only the vast immediate potentialities but promise of greater economies in ship operation. Difficulties to the safe operation of shipping through the canal have been disclosed by the "experiment." These difficulties, it was pointed out, have been and are caused by current and tidal conditions plus the hazards to navigation imposed by sharp bends, limited vision due to high banks, and eddies set up by bridge embankments in the channel.

The Baltimore shipping interests emphasized primarily the need for promptly making the waterway available for use 24 hrs. daily, for easing the requirement that ships of 380 ft. and over be escorted by tugs, for adoption of methods calculated to speed up transiting and for rapid completion of the waterway to the project depth of 27 ft.

In presenting their views, Baltimore interests were supported by representatives of steamship operators along the Atlantic seaboard, port authorities, shipping organizations and pilots' organizations. J. Hampton Moore, of Philadelphia, president of the Atlantic Deeper Waterways Assn., also gave his endorsement to the program as presented by the Baltimore interests. Mr. Moore, who has long championed the cause for development of the nation's inland and coastal waterways, requested that prime consideration of the importance of the Chesapeake & Delaware Canal be given as a major link in a \$100,000,000 system of waterways, highly valuable from both a commercial viewpoint and from the standpoint of national defense. It was pointed out by him that the original authorization for the canal project permits carrying out the improvements recommended by Philadelphia interests.

Rubber Transit Storage

The joint conference of trunk line, New England and C.F.A. committees recently held at Buffalo has given approval to proposal for establishment of storage in transit arrangement on crude rubber at Detroit and Akron. The shipments will be subject to a transit charge of 2 cents per 100 lbs. and a transit time limit of 12 mos. Because of unsettled international conditions consumers of crude rubber feel it advisable to establish storage stocks against future requirements. It is understood that some of the rail carriers voted against the proposal on the ground that the transit charge should not be less than 5 cents per 100 lbs.

14-Cent Trainload Rate on Blackstrap Molasses Suspended

THE I.C.C. on June 6 suspended the trainload rate of 14 cents per 100 lbs. on shipments of blackstrap molasses, 1,800 tons minimum, proposed to become effective June 7 on traffic between New Orleans and Peoria and Pekin via the Illinois Central and the Missouri Pacific. This action was taken in response to protests of port groups and shippers.

The full commission accepted the recommendation of its suspension board that the rate, filed in Agent Emerson's I.C.C. 261, item 1335, page 4, supplement 38, should not be permitted to take effect until full investigation of the trainload theory of rate-making could be made. Hearings will be conducted at New Orleans at some future date, the commission giving the proceeding I and S docket No. 4645.

This will be the first time in I.C.C. history that the trainload theory will be the primary issue in a rate proceeding, other cases having only covered the question as side issues.

In their defense of the 14-cent rate, the IC and the MP in their brief stated that when the rails in 1937 put in a rate of 17½ cents per 100 lbs. on this commodity, they regained but little of the traffic. The leading consumer of blackstrap molasses, the Commer-

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cial Solvents Co., Peoria, Ill., had indicated that a 17½ cent rate could not be considered attractive in line of the fact that through the use of its own towboats and eight barges, it had in the course of a river season shown a transportation cost of less than 14 cents. The brief also stated that the Solvents company had promised to give all of its traffic to the rails if a 14-cent rate were established.

Opponents of the rate were the American Sugar Cane League, Shell Oil Co., Mobile Chamber of Commerce, and the Alabama State Docks and Terminal.

In answering allegations of the protesting group the rails stated that perusal of the decision of the I.C.C. on which the complaining interests rely as condemning the trainload rate theory, would show these decisions are not entitled to the weight accorded them: Because in none was the question of trainload rates the principal issue; because the circumstances which caused publication of the trainload rates in those cases were wholly dissimilar from that requiring the 14-cent publication, and because the most recent case was decided 23 yrs. ago when conditions in the transportation field, particularly the competition of water carriers, were different.

The rails also contended as to citations that the proposal would unduly discriminate in favor of large shippers, that the conditions under which the traffic will move will be entirely different from that accorded a single carload of molasses; that the service required when 40 separate carload shipments are tendered under separate bills of lading is quite different from that required on a single volume shipment of 40 cars; that the unit expense per car and the total expense of handling 40 cars are less when tendered at one time and place; that the I.C.C. has held frequently that the application of rates in carload quantities made lower than those on less carloads of the same traffic between the same points does not create undue discrimination because the conditions surrounding the transportation of two types of traffic are different and that the rate is not restrictive to a single shipper, but open to all.

The rails further contended that the trainload rates considered by the I.C.C. in the past were established for reasons unlike those applying in the molasses case where the rails are trying to regain traffic lost to water carriers; that the competition which the rate is designed to meet is that of a private carrier from New Orleans to Peoria and Pekin, handling only volume molasses; that there is no similar competition in the transportation of smaller quantities of the production or to other points; that the present equality of rates between the competing ports of New Orleans and Mobile is a "mere paper equality", under which the traffic is not moving from either point, but by barge at costs below the level of the present rail rate; that the port equality has been destroyed, hence the rails serving New Orleans are doing nothing more than attempting to meet competition which is from New Orleans only.

The rail brief in its final stages asserted that the proposal is the result of studies the rails have made of their rate structure in an effort to modify the structure to meet present day conditions, and the rates subject to volume minima are applied by competitors on the waterways in particular, "and it cannot be said that these rail carriers are injecting an entirely new basis of making rates into the structure of the railroads, motor carrier and waterway operators viewed as a whole."

Merchants and Miners Dividend

The Merchants and Miners Transportation Co., Baltimore, declared from surplus profits a dividend of 2 cents a share on the capital stock of the company, payable June 30, to stockholders of record June 19. The company paid a similar dividend of the same amount on March 31.

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E**Ship Board to Sell Insurance
in War Under Bland Bill**

Under a recommendation of the Maritime Commission, S. O. Bland, Virginia, chairman of the House Merchant Marine Committee, has introduced a bill to authorize the commission to write marine war risk and other marine insurance. His bill would set up a revolving fund out of which the insurance losses would be paid. The fund would include sums appropriated by Congress and premiums paid for insurance and recoveries from salvage operations.

The insurance would cover American shipping and include vessels, cargoes, personal effects of officers and crews, and provide for payments to officers and crew members for death or injury. It would be written only when the commission deemed the normal channels of insurance inadequate to meet marine requirements.

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Factories on the Move

(Continued from page 30)

house, machinshop and other mechanical departments.
Cost close to \$1,000,000 with machinery.

J. P. Roddy Mfg. Co., 204 Morgan St., Knoxville, Tenn., beverages, plans new one and two-story branch mechanical-bottling plant at Morristown, Tenn. Super-structure began early in June.

Wackman Welded Ware Co., 2412 So. 7th St., St. Louis, manufacturer of steel barrels, drums, etc., has taken option on tract of land in Goosport district, Lake Charles, La., for new branch plant, consisting of main one-story unit and smaller structures, with powerhouse. Cost about \$100,000 with equipment.

Arrow Match Co., 3033 W. Grand Ave., Chicago, manufacturer of book matches, plans new plant in Proviso Township, Cook Co., near Chicago, comprising 8 one and two-story units, including powerhouse and machinshop. Cost about \$150,000 with equipment.

Payne & Walsh Corp., 82 Beekman St., New York, printing machinery and parts, has leased about 25,000 sq. ft. of floor area in adjoining building at 84-90 Beekman St., for rebuilding and reconditioning cylinder presses, parts, production, etc., with part of space for storage and distribution. Present works at 34-12 Thirty-sixth Ave., Long Island City, will be removed to new location and capacity increased.

International Harvester Co., Chicago, has let general contract for one-story factory branch, service and distributing plant for motor truck division at Northern Blvd. and 35th Ave., Long Island City, N. Y. Cost about \$140,000 with equipment. New York offices are at 570 West 42nd St.

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Cold Storage for Butter, Eggs, Poultry, Cheese, Meats
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The Waterworth Engineering & Mfg. Co. plant, now at Sidney, Ohio, is to be moved in the near future to Dayton, the change in location being made to have the plant more centrally located to the source of supplies, and for distribution. The products of the plant include photolitho plate-making equipment, vacuum pumps and many other items. The new location will be at 2329 Troy St., Dayton, Ohio, in a plant building under construction at the present time on 2 acres of ground purchased there.

Blue Bird Potato Chip Co., Oakland, Cal., will manufacture its product at a Los Angeles plant and sell it in Northern Cal. The product from the Oakland plant will be distributed by A.F.L. salesmen and platform workers, despite the strike of some 40 C.I.O. inside workers.

Aetna Casualty and Surety Co. will build a 7-story structure at 151 William St., New York, costing \$1,000,000, to house the downtown offices of that company, the Standard Fire Insurance Co. and the Automobile Insurance Co. of Hartford, Conn. The R. F. Keffer agency of Aetna Life Insurance Co. will also have offices in the building. The building will have walls of glass brick. Removal of the nine buildings now on the plot is scheduled to start this month.

Endo Products, Inc., 395 Fourth Ave., New York, chemical products, has acquired five-story building on 101st Street, Richmond Hill, Queens, L. I., totaling about 60,000 sq.ft. of floorspace, for main plant.

V. La Rosa & Sons, Inc., 473 Kent Ave., Brooklyn, N. Y., food products, has let general contract for new two-story plant at Danielson, Conn.

Glenco Refining Co., Mount Pleasant, Mich., recently organized by Glen Caldwell and associates, has ap-

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MERCHANDISE STORAGE—GENERAL TRUCKING
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"Your Interests Are Always Ours"

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proved plans for immediate construction of new refinery at Bloomingdale, Mich., where site has been secured.

Swift & Co., Oil Mill Division, Union Stock Yards Chicago, has let general contract for new soy bean processing plant on site recently acquired at Des Moines, Iowa, comprising several one-story units, with storage facilities for 1,500,000 bu. at one time. Cost close to \$300,000 with equipment.

Merchants Forwarding, Detroit, Buys Columbus Plant

Merchants Forwarding Co., 1687 West Fort St. Detroit, has purchased the former plant of Solon Sturges Mfg. Co., at E. Starr and Cleveland Aves., Columbus, Ohio.

The property comprises six acres, and is partially occupied by one large modern building and several smaller structures. The buildings are sprinklered and modern.

Eventually, the company will erect a modern, reinforced concrete warehouse building at the corner of Cleveland and Starr Aves., fronting on Cleveland Ave. Columbus. The company will raze the smaller buildings on the property, meantime, making extensive alterations and providing docks for the use of the new brick steel and glass building, giving approximately 65,000 sq. ft. of warehouse space, all at track and dock level. The property is served by the Penna. Railroad.

Merchants Forwarding Co. is also owner of the National Transit Corp., which will use this depot as a transfer point, together with other trucking companies. In addition to freight received from railroads for distribution by truck lines, this warehouse will be a general interchange freight depot.

The company has extensive warehousing interests and is associated in the field of merchandise, distribution and warehousing throughout the Central States area comprising Ohio, Indiana, Michigan, Illinois and Wisconsin.

Wellington F. Evans, president of the Merchants Co. is also president of Central Detroit Warehouse Co., and the Michigan Terminal Warehouse Co.

Bans on Mixing Cargo for Ships Opposed

Shippers generally are opposed to any restriction of the variety of cargo which may be mixed to form a carload lot for delivery to water carriers in the intercoastal trade. N. W. Ford, traffic manager of the Manufacturers Association of Connecticut, Inc., testified at the hearing held in June by the United States Maritime Commission, at the St. George Hotel, Brooklyn.

The hearing is the last of a series of four ordered by the Commission, after 55 steamship companies at the intercoastal conference had petitioned the Commission to initiate an inquiry "in the matter of rates, rules, regulations and practices of carriers by water in intercoastal commerce."

Mr. Ford stated that he spoke for his association which is opposed to any rule restricting the mixture of commodities to form carload lots for delivery to water carriers. He said that the present rule of the members of the intercoastal conference allows no mixing of products.

Three witnesses, who followed Mr. Ford, said that their companies favored mixed carloads. W. P. Ford, traffic manager of J. B. Williams Co., Glastonbury, Conn., stated that his company was permitted to mix carloads of toilet preparations and soap for rate making, but that it was charged the toilet preparation for the entire shipment. He said that the rate on toilet preparations to the Pacific Coast was \$1 per 100 lbs. and that the rate on soap was 51 cents, and that his company paid the maximum rate for the mixed shipment.

DETROIT, MICH.

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UNION TRUCK AND STORAGE CO.

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Merchandise Storage. Private Siding. Located on N. Y. C. R.R. Tracks.
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57 Years' Satisfactory Service

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MOVING - PACKING - SHIPPING
PERSONAL SERVICE GUARANTEED

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The only modern fireproof warehouse in
Lansing exclusively for household storage.

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Completely
Servicing
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DETROIT
United States Warehouse Company
1448 WABASH AVE.
United States Cold Storage Corp.
Chicago -- Dallas -- Detroit -- Kansas City.

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Wolverine Storage Company, Inc.

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... AT WAREHOUSE COST

● It is possible here to secure the same high-grade
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warehouse, but at less expense and without worry
or trouble.

● Saginaw is a distribution point for Northeastern
Michigan. Every merchandise warehouse facility is
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● Merchandise storage, cartage, pool car distribu-
tion, daily direct service to all points within 75
miles by responsible carriers.

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BONDED - FIREPROOF WAREHOUSE

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Efficient Service, Free Switching from All Railroads
Ideally located in the heart of the Wholesale
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Offering a complete Warehousing and Distribution Service
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Complete Facilities

- To serve Minneapolis and St. Paul. Only a short distance from the metropolitan section of each city.
- Here is a merchandising warehouse that is U. S. Custom and State Bonded . . .
- Sprinklered throughout . . . Private railroad sidings . . . Store door delivery . . .
- Pool cars distributed . . . Complete motor equipment, including: 15 trucks, 10 trailers and 35 semi-trailers . . .

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Member: MINNEAPOLIS N. W. A.

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MERCHANDISE STORAGE

For Distribution Throughout the Entire Northwest
200,000 Square Feet—Free Switching—Centrally Located
Bonded—Fireproof—Milwaukee, Minneapolis, and St. Louis Trackage
100 trucks available for pick up and delivery service.

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Complete Warehouse Facilities for Storage & Distribution

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Experienced Organization and Equipment for

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Modern Buildings, Private Siding OGWRB Co.

MOTOR TRUCK SERVICE

Asso. Minn. N.W.A.—Mayflower Warehousemen's Assn.

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A COMPLETE WAREHOUSING SERVICE

Merchandise Storage — Cold Storage

Pool Car Distribution

Industrial Facilities

Situated in the Midway, the center of the Twin City Metropolitan area, the logical warehouse from which the Twin Cities and the Great Northwest can be served from one stock, with utmost speed and economy. No telephone toll charge to either city.

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Also Operating

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"Leaders in The Northwest"

ST. PAUL TERMINAL WAREHOUSE CO.

425 E. Eighth St. Downtown Jobbing District

Storage - Distribution - Trucking

Also Operating

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Midway Terminal Warehouse Co., St. Paul

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**RICKS STORAGE CO.**

BONDED WAREHOUSEMEN

Complete Warehouse Facilities for Storage and Distribution

MERCHANDISE

Experienced Organization and Equipment for
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Modern Buildings, Sprinklered, Private Siding ICRR Co.

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Central Missouri's only Fireproof Warehouse

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Transportation—Warehousing

Daily freight service to 100 Central Missouri towns South of the Missouri River.
Member of N. F. W. A.—Mo. W. A.—A. V. L.—A. T. A.

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SUNFLOWER LINES, INC.

Successors to Tonnies Transfer & Storage Co.

1027-41 Virginia Ave.

Joplin, Mo.

Distribution and storage of merchandise

Fireproof warehouses—Motor van service

On railroad siding—Lowest Insurance rates

PACKING—STORAGE—SHIPPING

The Parade of New Products

(Concluded from page 29)

duced lines will be supplied from United States sources. These will include chemicals, cord and crude rubber—the crude to come from Far Eastern plantations owned by U. S. Rubber; cord and chemicals from the American company's plants at Naugatuck, Conn.; Hogansville, Ga.; Winnsboro, S. C., and Shelbyville, Tenn.

o o o

A merger which will make Baltimore a felt hat manufacturing center, has been effected through the consolidation of M. S. Levy & Sons, Inc., and the Brugham-Hopkins Co., New England Panama Hat Co. According to terms of the merger, the felt hats will be made in the Levy plant, but the three lines will be individually styled and sold by the selling staffs of the respective organizations. The new merged organization is known as Hats, Inc.

o o o

Rustless Iron & Steel Corp., Baltimore, will erect a \$1,000,000 one-story masonry addition to its large plant at 2400 East Chase St. The addition will provide for a substantial increase in the facilities for finished goods.

Nebraska 40,000-Lb. Weight Law to Pass

L.B. 350, the Nebraska weight and length increase bill, will be allowed to become a law without the signature of Governor R. L. Cochran, according to his announcement.

The bill provides an increase from 32,000 to 40,000 lbs. for trucks and semi-trailers; and a 20 per cent increase in length of trucks and semi-trailers, from 35 to 42 ft. The increase in weight limits, the governor said, corrects any inconsistency in the present law which provides for a 16,000 gross load on each axle, with, however, a limit of 32,000 total weight. In the case of tractor and semi-trailers there is no allowance for the weight of the tractor.

The governor questions the wisdom of the length limitation increase from the standpoint of safety. He suggested further study and recommendation by the legislative council.

Who Orders Your Shipping Supplies?

(Continued from page 19)

not receiving 100 per cent cooperation; neither are they free to work out their own problems.

II. Office employees who have little or no knowledge of packing and shipping, order supplies without consulting those who must use these supplies and, therefore, foolish purchases are still made.

III. There are hundreds of eternal life departments where trucks, scales, tape machines, metal strapping machines and other shipping room equipment that should have been replaced years ago are still in use, even though losses are sustained daily. Uncle Sam gets more than his share, because the scale has long served its purpose. Tape is wasted because measuring devices to eliminate such waste were not invented until years after the machines being used were placed into service.

"When do you expect they will buy you a new tape machine?" inquired a salesman of the shipping clerk. "Never," was the answer.

IV. Even though carriers have claim departments and the consignee can file a claim for loss or damage, shippers are not excused from doing all in their power to see that every shipment is packed so that it will be received in good order.

There are losses often sustained that no claim department can repay. For proof, I cite a recent case: A rush order was received on Saturday; the office manager instructed the shipping clerk to get that order out and over to the depot that day. "That's impossible," replied the shipping clerk, "I haven't enough experienced help." "I'll take care of that; just get the cartons ready and we will throw them in." Laborers who had never packed before assisted in the week-end rush; old papers and excelsior were thrown in for filler. The shipping clerk marked some of the cartons for first class, and others for third, but the inexperienced packers threw in third class articles where first class should have been, and the shipping clerk billed them accordingly.

"Those cartons should have been strapped; some are overweight," advised the shipping clerk. Never mind that," said the office man, "Just so they get to the depot all right. The customer can file a claim if any are lost or damaged."

What happened?

1. The shipment was received at the depot on Saturday, but left the city on Monday.
2. The office manager had the pleasure of reading one of the hottest letters from the customer.
3. The claim agent called to investigate packing methods, as a claim was filed by the consignee.
4. A gentleman from the weighing and inspection bureau called and had something to say to the shipping clerk about false billing.

But to the claim agent and the W. & I. B. representative, the shipping clerk said, "Go and see the office manager. I followed his advice."

5. That was the last order received from the customer.

A shipping clerk called by telephone to inform the writer that he placed copies of *DandW* containing the articles "The Forgotten Department" and "Hidden Dollars in a Wooden Box" on the president's desk; he spread the magazines on the desk so he could see the subjects of the articles. A few days later, the president stopped in his corner to talk over shipping problems, and 2 weeks later, a salesman delivered a new scale costing over \$100. This news pleased the writer more than all the complimentary letters received.

If this article will assist those who are employed in forgotten or unappreciated departments to receive a visit from the president or to receive greater cooperation and an opportunity to work out their own prob-

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In Kansas City

it's the A-B-C FIREPROOF WAREHOUSE CO.

Distribution Cars are so handled as to carefully safeguard your own interests and those of your customers.

Three Fireproof
Constructed Warehouses

Agents
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KANSAS CITY, MO.

Merchandise Storage - Low
Insurance Rates - Pool Car
Distribution - Freight For-
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via rail or daily motor ser-
vice to entire Southwest.

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"Surrounded
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Wholesale
District"

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West Fourth St.

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59TH YEAR

CENTRAL STORAGE CO.

Efficient, Complete Merchandise Warehousing Service

Office—1422 ST. LOUIS AVE.

(West 10th Street)

In Center of Wholesale and Freight House District

KANSAS CITY, MO.

Financing

CROOKS TERMINAL WAREHOUSES

"Kansas City's Finest Warehouses"

LOWEST INSURANCE RATES
BEST RAILROAD FACILITIES
IN THE HEART OF THE FREIGHT
HOUSE AND WHOLESALE DISTRICT

Operating
Brokers' Warehouse, Security Warehouse, Terminal
Warehouse

KANSAS CITY, MO.

MERCHANDISE WAREHOUSES, Inc.

St. Louis Ave. & Mulberry St.



Operating 240,000 sq. ft. fireproof sprinkler
equipped space; 14-car sidings; insurance
rate 10.4; dockage for 30 trucks; free switch-
ing, free pickup and delivery to and from
freight houses; local, regional and storage
in-transit service; space and offices for rent
Field Warehousing. Financing.

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Member—A.W.A.

W. E. Murray Transfer & Storage Co.

Pool car distribution - Financing of Stocks
Modern Fireproof buildings on switch track
Shipments forwarded without drayage charge

Kansas City's most advantageous warehouse locations

Main Office: 2019 Grand Avenue See listing for details
Agent, Greyvan Lines, Inc.

KANSAS CITY, MO.

Established 1903

THE ONLY WAY TRANSFER & WAREHOUSE CO.

1400-10 St. Louis Ave.

Two Merchandise Warehouses — Cartage

POOL CAR DISTRIBUTION

Our Specialty

KANSAS CITY, MO.

Established 1926

THE H. H. SMITH STORAGE CO.

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Merchandise Storage—Drayage—
Pool Car Distribution

Private sidings U.P. and C.B.&Q. Rys.

For the convenience of shippers, this section is arranged geographically

ST. LOUIS MO.

**RUTGER STREET
WAREHOUSE, INC.**
MAIN & RUTGER STS.200,000 Sq. Feet of Service
BONDED Low InsuranceMerchandise Storage and
Pool Car Distribution.Track Connections with All
Rail and River Lines.Offices:
New York
Murray Hill 9-7645
Chicago
Franklin 6263

ST. LOUIS MO.

Most modern warehouse set-up in St. Louis

Lowest Insurance Rates Twenty-five acres of space
Consolidated freight depot in our building, serving all 15
eastern, western, southwestern trunk lines.
Covered railroad docks, capacity 100 cars daily.
Spacious truck docks facing wide streets to speed up service
locally and beyond.
State and U. S. Customs bonded.
Twenty floors office space in connection.
Our prices comparable with other warehouses in this terri-
tory.
Storage available on lease or tariff basis.

ST. LOUIS MART INC.

Warehouse Division.

12th Blvd. at Spruce St. St. Louis, Mo.

ST. LOUIS, MO.

"SERVICE THAT EXCELS"

Six warehouses in metropolitan St. Louis for your distribution.
Our facilities include a warehouse in East St. Louis, Illinois, ideal for
serving the large territory on the East Side.
Dock facilities at Warehouse No. 6, located on Mississippi River—
Exclusive with us in St. Louis.
Liquor Storage—U. S. Internal Revenue Bonded Warehouse No. 1,
U. S. Customs Bonded and Tax Paid Space under same roof.
Complete Distribution Service—Low Insurance Rates.

* Your inquiries will be given prompt attention.

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Middleton Storage and Moving Co.

Lamine St. and Mo. Pacific Tracks

Commercial and Household Goods Storage
Pool Car Distribution. Private Lockers

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MISSOULA, MONT.

Distribution Center for Western Montana

REELY'SGeneral Storage
and
Freight TerminalMEMBER OF
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N.F.W.A.
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O.M.F.G. LISTING

Distribution Specialists for 35 Years

**ATTENTION
WAREHOUSEMEN**

YOUR PROSPECTS
READ D AND W
EVERY MONTH
YOU CAN'T DEPEND ON THE
DIRECTORY ALONE

HASTINGS, NEBR.



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BORLEY'S
Storage & Transfer Co., Inc.
Pool Car Distribution
FIREPROOF BONDED
STORED OR SHIPPED

LINCOLN, NEBR.

UNION TERMINAL WAREHOUSEConcrete fireproof construction, 215,000 sq. ft. storage; 3000 sq. ft. office
and display space. Consign shipments any railroad. Free switching. Low
insurance rates. See D. & W. annual Directory.**COMPLETE WAREHOUSING SERVICE**Represented by the American Chain of Warehouses,
New York City and Chicago, Ill.
Member of A. W. A.

OMAHA, NEB.

R. J. MAYER, PRESIDENT

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COMPLETE WAREHOUSING SERVICE

FIREPROOF WAREHOUSE TRACKAGE MOTOR TRUCKS

OMAHA, NEB.

FORD BROS. VAN & STORAGE COMPANY
1024 Dodge Street Omaha, NebraskaOmaha's most modern, centrally located warehouse. Fireproof construction—Fully
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Bond. General Merchandise—Cold Storage—Household Goods Storage. Also op-
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lems, or at least have the opportunity to consult those
who can give expert assistance; or if a seemingly
everlasting, no-hope-for-modern-equipment department
should become modernized, and claims and foolish pur-
chases be prevented, truly, this is the earnest desire
of the writer.

T. & P. Locates Barge Terminal

The first step toward the establishment of a barge
terminal on Bayou Plaquemine in the vicinity of Cres-
cent and Indian Village, La., has been made by the
Texas and Pacific Railway Co. Late in May, two barges
were serviced by the company, using the facilities of
the Kansas City Bridge Co. yard at Crescent.

Service to "water-and-rail" traffic now is being ren-
dered by the company to the Eola field and the Ville
Platte field in Louisiana, with the railway route to
Bunkie providing a connection with these fields. Barges
from Pittsburgh, Pa., are unloaded and the merchan-
dise transported by rail to their oil field destination.

No definite move yet has been made to develop the
terminal, but will be as soon as sufficient traffic is
obtained to justify the building of the necessary
wharves.

No Assessment, Says**N. J. Lumber Storage Decision**

New Jersey's Supreme Court handed down a per
curiam opinion in Trenton June 12 sustaining the Essex
County Tax Board in canceling a \$35,000 assessment
against Halligan & McClellan, Inc., New York lumber
wholesalers, for storage of lumber during 1935 at the
Seaboard Terminal Warehouse, Newark.

The question was whether the lumber was actually
stored in a warehouse, entitling it to exemption under
New Jersey law, or was placed there in the regular
course of business in making deliveries.

OMAHA, NEB.

GORDON

Storage
Warehouses, Inc.
Merchandise and Household Goods

Four modern, sprinklered warehouses, located on trackage. We handle pool cars, merchandise and household goods. Trucking service. Let us act as your Omaha Branch.

Main Office, 219 N. 11th St.

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Agents for Allied Van Lines, Inc.

MANCHESTER, N. H.

NASHUA, N. H.

CONCORD, N. H.

Make Our Warehouse Your Branch Office for Complete Service in New Hampshire

McLANE & TAYLOR

Bonded Storage Warehouses

Offices 624 Willow St.

General Merchandise Storage & Distribution, Household Goods, Storage, Cold Storage, Unexcelled Facilities.

Direct R. R. Siding, Boston & Maine R. R.

HACKENSACK, N. J.

RUTHERFORD, N. J.

GEO. B. HOLMAN & CO., Inc.

STORAGE - SHIPPING - PACKING

HOUSEHOLD GOODS

Most Modern Equipment in North Jersey

Motor Vans for Local and Long Distance Moving

Operating Holman Warehouses

Members N. J. F. W. A. and N. F. W. A.

Agent: Allied Van Lines, Inc.

OMAHA, NEB.

Member: American Chain of Warehouses, Inc.

KNOWLES STORAGE CO.

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MERCHANDISE — HOUSEHOLD GOODS

Complete Warehousing and Distribution Service.

Fireproof Building . . . Trackage . . . Motor Trucks

HOBOKEN, N. J.

HOBOKEN DOCK CO.

General Offices: No. 1 Newark St.

General Merchandise Storage and Distribution

Piers—Railroad Sidings—Factory Space

Correspondence Invited

NEWARK, N. J.

MEMBER: N.J.F.W.A. and N.F.W.A.

PACKING! MOVING! STORAGE!

—dependable since 1860—

KNICKERBOCKER

STORAGE WAREHOUSE COMPANY

96 to 106 ARLINGTON STREET

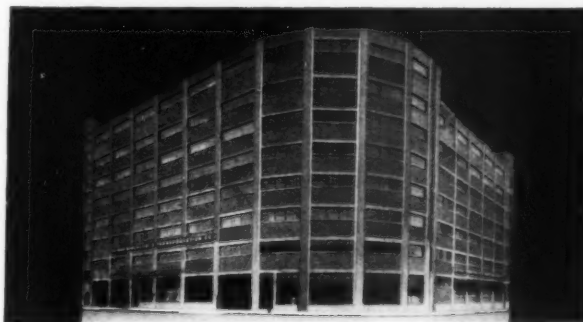
74 to 76 SHIPMAN STREET

Wm. R. Mulligan, Pres.

James E. Mulligan, Sec'y and Mgr.

NEWARK, N. J.

**"KEEP UP WITH THE MODERN DAY
... DISTRIBUTE THE LEHIGH WAY"**



"LEHIGH WAREHOUSE offers an all-inclusive responsibility for complete distribution within this vast industrial area of 26,000,000 people. Twenty years serving the largest nationally known manufacturers proves a sound, progressive organization of distribution specialists."

FACILITIES

NEWARK—MAIN OFFICE—98-104 FRELINGHUYSEN AVE.—250,000 sq. ft. Fireproof reinforced concrete and steel const. Floor load, 250 lbs. Sprinkler sys.; A.D.T.; Watchman; Ins. rate, 6c up to 10.2c. Siding on Lehigh Valley; and switching to and from Penn. R.R. Cap., 10 cars. Sheltered motor plat.; Cap., 20 trucks.

ELIZABETH—BRANCH—829 NEWARK AVE.—1,000,000 sq. ft. Fireproof, reinforced concrete const. Floor load, 250 lbs. Sprinkler sys.; local alarm sys.; Watchmen; Ins. rate, 8c up to 16.7c. Siding on Penn. R.R. Cap., 30 cars. Sheltered motor plat.; Cap., 30 trucks.

SERVICE FEATURES—Bonded; Licensed, U.S. Wh. Act; U.S. Int. Rev.; U.S. Cust.; State. All employees bonded. Pool car distributors. Motor terminal and transport service; Company operated fleet of motor trucks covering the Metropolitan area with a regular delivery service; Licensed and bonded trucks maintained to transport liquor and imported merchandise. Special trucks and crews for delivery and installation of electric refrigerators, washing machines, etc.



Established 1919

LEHIGH WAREHOUSE
AND TRANSPORTATION CO., INC.

A New Jersey statute exempts personal property stored in warehouses, but the State Board of Tax Appeals reversed the Essex board and held that the lumber was not actually stored within the meaning of the law.

In finding the lumber was entitled to exemption, the State Supreme Court emphasized it was not passing upon the constitutionality of the exemption statute, which point was not raised in the proceedings.

"This disposition," the court stated, "is not to be considered as an implied holding that the exemption statute does not transcend constitutional limitations. The municipality has not raised either here or in the tribunals below the question of the constitutional validity of the exemption statute, and there is, therefore, no occasion to pass upon that point."

Brookhattan Trucking Leases Erie's Long Dock

The Brookhattan Trucking Co., Inc., New York City, operated by the Bowne-Morton's Stores, Inc., Brooklyn, riverfront warehouses specializing in crude rubber, cocoa beans, pepper, and aluminum, has leased for storage purposes the Long dock at the Erie Railroad Terminal, Jersey City, N. J. The Bowne-Morton Stores, Inc., of which Herbert E. Simpson is president and operating executive, operates bonded and free warehouses located on the Gowanus Canal.

Changes in Import Rates on Traffic Received from Outside Warehouses at N. Y.

The Trunk Line Assn.'s special committee has drafted for further consideration a rule to govern the application of import rates on traffic received from outside warehouses in the port of New York, it being intended to continue the present rule as shown in item 35-A, Supplement 23, Curtlett's import commodity tariff I.C.C. A-546, in connection with application of import rates from ports other than New York.

The proposed changes whereby import rates would apply on traffic received from private warehouses in the port of New York area are as follows:

Import rates named herein from New York, N. Y., will apply on property received from foreign countries, viz.:

Canal Zone of Panama, Cuba, Insular Possessions of the United States (Philippine Islands, Puerto Rico, Hawaiian Islands and Virgin Islands), also, all points of origin not located in;

United States of America (including Alaska), Canada (including provinces of Prince Edward Island, New Bruns-

For the convenience of shippers, this section is arranged geographically

NEWARK, N. J.

Newark Central Warehouse Co.

General Offices:

110 Edison Place, Newark, N. J.

In the heart of Newark—serving New Jersey and the entire Metropolitan Area. Sprinklered—low insurance rates. Central R.R. of N. J. 30 car siding. 25 motor truck delivery platform. Motor Freight Terminal. Merchandise automobile storage—branch office facilities.

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Member of N.J.M.W.A.

Represented by
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TRENTON, N. J.

**MANNING'S WAREHOUSE CORPORATION****FIREPROOF STORAGE**

Offices: 28 Bank St.

Household Goods Storage, Packing and Shipping.
General Merchandise Storage and Distribution, Pool
Cars Distributed
Ship via Pa. R.R. or Reading R.R.

ALBUQUERQUE, N. M.

DON'T MOVE

Until You Get An Estimate From
DALTON TRANSFER AND STORAGE COMPANY
115 S. John St. Phone 398
Members Southwest Wh. Ass'n—Mayflower Wh. Ass'n.

ALBUQUERQUE, N. M.

SPRINGER TRANSFER COMPANY, INC.
ALBUQUERQUE

Operating the Only Fireproof Storage Warehouse
in New Mexico

Complete and efficient service in distribution, delivery
or storage of general merchandise or furniture.
Member of N.F.W.A.—A.W.A.

ALBANY, N. Y.

Albany Terminal & Security Warehouse Co., Inc.

Main office: 1 Dean Street

Storage for every need. Pool cars a specialty. Available storage space for rent if desired. Direct track connections with all railroads running into Albany.

Member { American Chain of Warehouses
American Warehousemen's Association

ALBANY, N. Y.

JOHN VOGEL Inc.

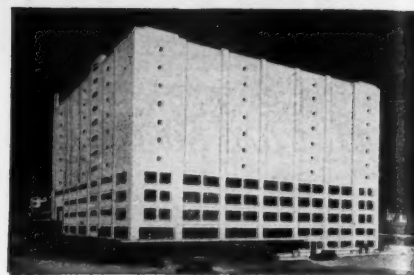
FIREPROOF WAREHOUSES
OFFICES, 11 PRUYN ST.

HOUSEHOLD GOODS - STORAGE AND SHIPPING.
FLEET OF MOTOR TRUCKS FOR DISTRIBUTION OF ALL KINDS
POOL CAR DISTRIBUTION OF MERCHANDISE
YOUR ALBANY SHIPMENTS CAREFULLY HANDLED
Collections promptly remitted

**ATTENTION
SHIPPERS**

Do any of your products require constant temperatures or humidity control? Consult our nearest cold storage warehouse advertiser or a merchandise advertiser that has air conditioning facilities.

ALBANY, N. Y.

**Central Warehouse Corporation**

Colonie and Montgomery Sts.

Albany, N. Y.

Telephone 3-4101

General Merchandise—Cooler and sharp freezer Cold Storage; also U. S. Custom Bonded space available. Office and storage space for lease. Fireproof construction with very low insurance rate. Storage in Transit privileges. All classes of modern warehouse and distribution service rendered.

**COLD STORAGE — DRY STORAGE
DISTRIBUTION**

wick and Nova Scotia), Newfoundland, Islands of Miquelon and St. Pierre and delivered to the rail carrier direct from ship's side or dock of vessel bringing such property to origin stations or on such property received by the rail carriers from customs bonded warehouses, appraisers' stores (not internal revenue stores) or public warehouses at the port of entry (see Note 1) within 12 mos. from date of entry, or initial carriers' stores or fumigation plants after having been fumigated under federal regulations and inspection, provided same has not been transshipped at any other United States port (see Note 2).

The rate to be applied will be that in effect on the date property is received by the carrier for transportation, either direct to destination or to an intermediate point for transit under transit tariffs lawfully on file with the interstate commerce commission.

Note 1—In order to obtain the benefit of import rates on traffic stored in public warehouses, the owner or his agent must register such traffic at the port of entry with the trunk line freight inspection bureau within 25 days of the date such traffic arrived at said port of entry and at the time of reshipment furnish the carrier with evidence showing origin of such traffic as provided in Item 69 of this tariff as well as date traffic was entered at the port of entry.

Note 2—Transshipment, as herein mentioned, means the unloading of traffic at any port, and subsequent reshipment thereof, to another port under a new bill of lading or contract of carriage, but does not mean traffic which is transferred from one vessel to another for on-carriage under the terms of the original bill of lading taken out at time of forwarding at the foreign port from which traffic cleared on the first vessel.

**Buffalo Storage Acquires
C. & B. Transit Co.**

The Buffalo Storage & Carting Co., Buffalo, N. Y., has acquired complete control of the Cleveland & Buffalo Transit Co.'s motor freight operations. The service has been jointly operated for some time, the storage company owning the trucks and the C. & B. the handling of freight solicitations, accounting and other office work. The motor freight line will retain its own name.

The original C. & B. line formerly operated both lake steamers and a trucking service. Terminal facilities of the C. & B. in Buffalo will continue to be used by the freight trucks and the steamer Seeandbee, chartered by the new Cleveland & Buffalo Transit Co. of Illinois.

BROOKLYN, N. Y.

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Albert B. Drake, President Established 1919
 BROOKLYN WAREHOUSE — 184-198 Kent Avenue, Brooklyn, N. Y.
 26,000 square feet reinforced concrete and steel construction. Floor load 250 lbs.
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 40 cars. Motor truck platform capacity 20 trucks.
 SERVICE FEATURES—U. S. Customs Bonded. Pool car distributors. Motor
 Terminal and transport service; fleet of motor trucks serving metropolitan area
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Fireproof Warehouses
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"First Moving Vans in America"

Modern Depository for the Storage of
 Household Goods

N. Y. Coffee Storage Rate Postponed to July 15

A postponement to July 15 has been ordered by the Maritime Commission in connection with its order requiring steamship lines at New York to bring their charges for the storage of coffee on piers at New York, after free time allowance, up to the basis of storage charges applicable on other commodities.

The finding of the Commission was issued on its docket 482 investigation of coffee storage charges. Some of the respondent steamship lines had earlier petitioned the District Court of the United States for the Southern District of New York to set aside the order. Others who were desirous of complying with the order stated that if they did so it would be disadvantageous to them and might add confusion in the coffee trade. They then suggested that the court's decision might be rendered by July 15, and asked the Commission to postpone the effective date of the order until that time.

Bayonne Terminal Defaults on Rental Payment

Announcement has been made by H. K. Roberson, director of revenue and finance of Bayonne, N. J., that he had been informed by Central District, Inc., operator of the \$4,215,000 Bayonne Port Terminal, that it would default on its first semi-annual rental payment of \$133,602, which was due June 15. The reason given was insufficient revenue from the ship-to-rail terminal. The first year's rental under the 99-yr. lease was set at \$297,586.

The Central Railroad of New Jersey, which has exclusive trackage rights at the terminal, had posted its bonds of a face value of \$500,000 as guarantor of the rental payments, and these will be forfeited to the city if the rent is not paid within 30 days after the

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So. 11th St. Warehouse in Brooklyn
 you have Waterfront, Free Lighterage, the use of all Rail and Water
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 Capacity 50 cars daily. Pool car distribution.

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 Serving Forest Hills, Elmhurst, Kew Gardens, Richmond Hill, Jackson Heights.

ATTENTION SHIPPERS

Freight can be saved in substantial sums, if shipments are being made LCL from factory, or if a distant warehouse is used.

default. The city will take possession of the terminal and seek a new tenant if the bonds do not bring enough to meet the semi-annual payment.

The terminal was completed last Jan. 1. It is located on a pier that extends a mile off shore from Bayonne and connected with the mainland by a causeway.

New Oil Tankers Equipped For Naval Guns

New oil tankers, the construction of which now is causing a shipbuilding boom in Baltimore and nearby points along the Chesapeake Bay, will be equipped with armor plating and heavily reinforced mounts for naval guns. The new ships are being built according to specifications laid down by the U. S. Maritime Commission and the Navy Department, and can be easily convertible to war use. The ships are being constructed by private oil companies. However, the naval authorities want them to be ready as auxiliary refueling vessels for the navy should an emergency arise. They are being fitted for speeds ranging up to 22 knots. Furthermore, crew space for 200 is being installed instead of the 57 bunks normally sufficient for the ordinary tanker.

The Baltimore branch of the Bethlehem Shipbuilding Corp. has delivered three tankers built along these lines four more are on the ways, and three combination freight-passenger ships, scheduled for the South American trade, have placed the merchant marine in better shape than it has been for the past 10 yrs. It is reported the Maritime Commission plans to construct fifty ships a year for the next 6 yrs., and eventually bring American ocean-going vessels above the 500 figure. This would allow American imports and exports to travel almost exclusively in American vessels. It is pointed out that now more than half the cargoes to and from this country are carried by foreign merchantmen.

The program mapped out for emergency by the Maritime Commission and naval authorities of this country will eliminate the acute shipping shortage that occurred during the World War, it is pointed out by maritime experts.

N. Y. Hearing June 29 on Import Rates

A public hearing was scheduled to be heard June 29 by the freight traffic managers' committee of the Trail Line Assn. on a proposal to make import rates applicable from New York on traffic stored in public warehouses. The hearing was expected to provide an opportunity to criticize revision of the New York harbor terminal tariff which became effective May 10 and made traffic from Newfoundland, Miquelon and St. Pierre subject to treatment as domestic traffic.

The committee on the same day was scheduled to hold a public hearing on a proposal to provide for a transit charge of 3 1/4 cents per 100 lbs. wherever storage in transit on westbound traffic in any other than railroad operated warehouses at New York termini, including such plants as Newark, Elizabeth, Port Newark, Kearny, Croxton, South Kearny, Jersey City, Hoboken, Weehawken, Bayway and Edgewater, N. J., is now provided without assessment of a transit charge, or is provided for subject to a transit charge lower than 3 1/4 cents.

The hearing covering import rates was scheduled to be addressed to revision of item 35-A, paragraph A supplement 23 to Agent Curlett's import commodity tariff, I.C.C. A-546, governing the application of import rates from the Port of New York. The revision would make the specified import rates apply on property received from foreign countries and delivered to the rail carrier direct from ship's side or dock of vessel bringing such property to origin stations and/or on such property received by the rail carriers from customs bonded warehouses, appraisers' stores (not internal revenue stores) or public warehouses at the port.

(Concluded on page 77)

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Harry W. Wastle—Vice Pres. & Gen. Mgr.

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Cold Storage—Fumigation
SHIP-SIDE, RAIL-SIDE, MOTOR TRUCK

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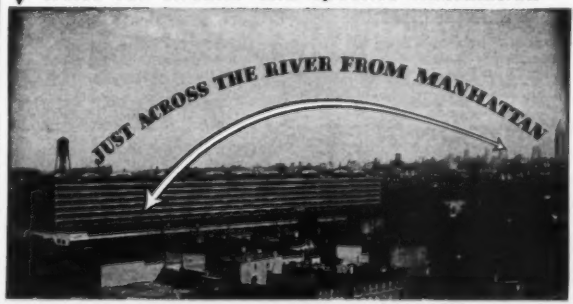
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FIREPROOF WAREHOUSE—VAN SERVICE—PACKING
Heavy Hauling Rigging & Hoisting

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For World's Fair and all Long Island points use our Storage—Distribution & Hauling Facilities For Household Goods, Machinery, Exhibits, Cased Goods, Etc. Ship via P. R. R. to Jamaica Station Member N.Y. & N.F.W.A.

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Lift Van shipments to all parts of the world
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NEW YORK, N. Y.

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RAILROAD CONNECTIONS

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offers the manufacturer and distributor superior advantages.

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elevators direct to rail yard platform
- Truck elevators to all floors, affording street floor
facilities throughout
- Floor areas, 52,000 to 124,000 sq. feet. Smaller
units may be leased
- High safety standards—low insurance rates
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Modern cooler facilities with ventilation and humidity
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Pool Cars Distributed and Reshipped

Direct R. R. Siding N. Y. Central

in the Center of Rochester

(Concluded from page 74)

entry within 12 mos. from date of entry. The rate to be applied would be that in effect on the date that the property is received by carrier for transportation, whether direct to destination or to intermediate points for transit under transit tariffs.

Where traffic is stored in public warehouses and in order to obtain benefit of import rates, the proposal provides that the owner or his agent must register such traffic at the port of entry with the trunk line freight inspection bureau within 25 days of the date such traffic arrived at the port and at the time of shipment furnish the carrier with evidence showing origin of such traffic as well as the date that the traffic was entered at the port of entry. Similar changes are proposed in item 200 of Curlett's import class tariff, I.C.C. A-574 and item 2020, page 141, of Curlett's New York harbor tariff, I.C.C. A-620.

Academy of Advanced Traffic, N. Y. Graduation Exercises

The Academy of Advanced Traffic, New York, recently held its graduation exercises and annual dinner at the Downtown Athletic Club, New York. First prize for outstanding scholastic achievement was awarded to James Gibson, of the traffic department of Grace Line.

Prizes and diplomas were distributed by Geraldine Kaye, director of the Academy, and William M. Carney, traffic counsel of Intercoastal Steamship Freight Assn. and dean of the faculty of the Academy.

N. Y. Cold Storage Warehouse Strike Settled

The strike of cold storage plant employees, members of Local 818, International Brotherhood of Teamsters, came to an end early in June, with the union and the employers reaching agreement on the terms for a new contract to replace the one which had expired. The operators of 22 storage plants were represented by the Cold Storage Warehousemen's Assn. of the Port of New York.

The strike had tied up the shipment and delivery of all cold storage products, but did not materially affect the city's food supply, since incoming foods were shipped directly to wholesale and retail outlets.

The contract, reached after several days of negotiation by both sides, represented a substantial victory for the union. Under the previous agreement, union members had received \$35 for a 44-hr. week. The union's principal demand, which was granted, was for \$35 for a 40-hr. 5-day week, with all Saturday work to be paid at the rate of time and one-half.

The contract, which provides for a closed shop, is to run for 2 yrs. The employers had originally asked for a 3-yr. agreement, while the union held out for a 1-yr. contract. This question was significant, because under the Federal wage-hr. law, after next Oct. 24, no employee may work more than 42 hrs. without overtime, while 1 yr. later the hours are limited to 40.

The employers had offered the 40-hr. week, but had asked that they be allowed to have men work on Saturdays, without payment of overtime, provided the men received 4 consecutive hours off during the week. The union rejected this proposal.

Other points in the agreement are that men whose work is required on Saturday shall be called up in rotation, and that the employees shall receive 1 week's vacation a year with pay. The agreement provides for arbitration of all disputes that may arise under the contract, and stipulates that if direct negotiations can bring no agreement, the Mediation Board shall act as final arbiter. Thirty days before the expiration of this contract, negotiations are to be started for a new agreement.

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Fireproof Throughout

FLAGG STORAGE WAREHOUSE COMPANY

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STORAGE WAREHOUSE, INC.
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COMPLETE MERCHANDISE AND HOUSEHOLD GOODS STORAGE SERVICES

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Bonded fireproof storage.

Household goods and merchandise.

Pool cars handled promptly. Motor Service.

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RALEIGH, N. C.

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MERCHANDISE STORAGE

POOL CAR DISTRIBUTION

Private Siding

Motor Freight Line

Members

A. W. A.

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Book Reviews

"Adjusting Your Business to the New Legislation." Under this title, the Tax Research Institute of America, 292 Madison Ave., New York, has prepared a streamlined, loose-leaf guide to all of the things which must be done to place every type of business in accord with national and state legislation on labor, marketing and fair trade.

It required the services of 6 editors, a sizable staff and 1,065 pages of text to tell the story. Admirable digests of each important federal law affecting the conduct of business are followed by case studies designed to help the executive of a particular kind of business to determine whether his organization falls within the scope of the law.

There are specific recommendations by the legal staff of the Tax Research Institute. Each problem is covered and is extremely enlightening. It is easy to extract required information, and treats legal-technical subjects clearly and concisely.

"Port and Terminal Charges at United States Seaports" is announced by the Board of Engineers for Rivers and Harbors, Washington, D. C. It brings up to date as of Jan. 1, 1939, information regarding port dues and charges, pilotage, towage, dockage, fuel, and government regulations.

"Commodity Year Book—1939," the first book of its kind, has been issued by Commodity Research Bureau, Inc., publishers, 82 Beaver St., New York. It contains important fact-finding studies, comprehensive statistical data and price records in chart and tabular form on 50 leading commodities. In all, there are 624 pages.

Special studies cover topics such as governmental activities in commodities; relationship of stock prices to commodity prices; foreign exchange movements and commodity prices; weather and effect on supply and demand; war scares and commodity prices; U. S. balance of trade; international control; per capita consumption and popular trends.

A separate statistical section is included for each commodity covered, and some of the price charts go back as far as 150 yrs. The list includes barley, barley, butter, cattle, cheese, cocoa, coconut oil, coffee, copper, corn, cotton, cotton-seed oil, eggs, flaxseed, flour, grain sorghums, hay, hemp, hides, hogs, jute, lead, leather, linseed oil, oats, oleomargarine, pepper, peanuts, potatoes, rayon, rice, rosin, rubber, rye, shag, silk, silver, soy beans, soy bean oil, sugar, tea, tobacco, turpentine, wheat, wool and zinc.

"America Reborn." The author, Ralph L. Woods, freight rate clerk in the New York office of the Sinclair Refining Co., has completed the first complete study of decentralization of industry yet published in this country, and has treated the subject with an eye to the important part traffic and traffic men are playing today in bringing about and hastening such a transformation. The book is published by Longmans, Green & Co., 11 Fifth Ave., New York, and is expected to bring the question before thousands of business and industrial leaders to whom it has heretofore been somewhat of a mystery.

Mr. Woods approaches this complex question primarily, but not exclusively, from a transportation standpoint. While the book is not a traffic treatise, it bears the unmistakable stamp of being written by one with an instinctive appreciation of the vital role transportation plays in our economic life.

In indicting the present geographical concentration of industry and population the author stresses the such centralizing factors as seaports, canals, the early railroads and way of establishing freight rates, have long since been invalidated by new and different commercial forces. Relatively recent freight rate reform

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Pool cars distributed. Private sidings. Free switching on all roads. Separate fireproof warehouses for household goods. Modern equipment combined with speedy service.
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Merchandise and Household Goods Stored and Distributed

are cited as an outstanding new commercial factor, although the book pleads for further rate reforms to eliminate existing discriminations against the South and West. Mr. Woods points out the economic potency of freight rates in terms calculated to make business men realize that rates are something more than a few digits extracted from a tariff.

Although the book is addressed to business men in general, the author and publishers believe that traffic men will find it of special interest because it deplores conditions which determine the most economical location of industrial plants. Sectional tax and wage differentials, distributable electric power, the industrial utilization of farm products, and the economic and social waste of metropolis are discussed. An important chapter is devoted to the relative merits of large and small plants.

"Distribution Services and Costs." A report of the Domestic Distribution Dept. Committee of the Chamber of Commerce of the U. S. This report has been prepared with the object of correcting some of the misconceptions regarding distribution services and costs which seem to prevail in various quarters. It is not intended to be an exhaustive discussion of all ramifications of distribution. There are available many excellent publications which can be consulted by those who desire to learn more about the mechanism of distribution.

The committee has not attempted to suggest specific short-cuts in distribution methods or drastic reductions in costs of distribution. Rather, there has been an endeavor to bring forward certain definite suggestions for dealing with problems of distribution which it is hoped will merit thoughtful consideration on the part of all distributors, and of the public as well.

The report may be obtained by addressing the Chamber of Commerce of the United States, Washington, D. C.

"Commercial Viewpoint on N. Y. World's Fair." A 116-page June issue of the American Import & Export Bulletin, has just been published, containing the first and only commercial description of each of the sixty Foreign Government Exhibits and Pavilions at the New York World's Fair.

Each foreign government exhibit is described and

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REPUTATION
RELIABILITY — are found at
THE GREELEY-GENERAL WAREHOUSE CO.
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Fireproof Sprinklered Warehouses Most Centrally
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Consign Your Household Goods Shipments to

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Packing—Shipping—Storage—Local and Long Distance Moving—Steel and Concrete Warehouses—Private Siding



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LET US SERVE YOU AT
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THE MERCHANDISE WAREHOUSE CO.:—In the Center of Columbus on route No. 40 on your way West or East. We invite inspection; no obligations.
SERVICE:—For the most exacting. No account too complicated.
Let us serve you at Columbus.
PRIVATE SIDING ON N. Y. C. R. R. 14-car capacity. U. S. Customs Bonded

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Est. 1895

Strictly Fireproof warehouse for Merchandise and Household Goods. Lease Space. Cold Storage, Private Siding into warehouse. For complete service contact us.

Member: M.W.A.—O.F.W.A.—O.W.A.

illustrated. Under each country are listed the firm names, addresses and commodities of the individual commercial exhibitors. This list should be of help to those seeking sources of supply for imports or to those interested in developing contacts for the promotion of the sales of foreign goods in the United States.

The price per copy is \$1. Published by the American Import & Export Bulletin, 8 Bridge St., New York.

"Houston Port Book." Official publication of the Houston Port Commission. Published in May and November under contract and authority of the Navigation and Canal Commission. For copies, address the Director of the Port, Civil Courts Bldg., Houston, Texas.

The purpose of this publication is to inform shippers and all others interested in the Port of Houston and its development.

As the official magazine of the Houston Port Commission, this publication is intended to carry authoritative descriptions, notices and articles in regard to the activities of the Port Commission and the port development.

The publication is distributed free to maritime, transportation and industrial interests in the United States and foreign countries.

United Van Moves Headquarters

The general offices and the dispatching office of United Van Lines, Inc., in Cleveland, have been moved from 2063 East Fourth St. to 2017 Superior Viaduct West. The new location affords about three times the floorspace for offices and gives warehousing space for the storage of household goods. A private railroad siding runs into the building and there are facilities for crating and shipping of furniture.

The building is only 5 mins. from the Public Square or the center of the business section. Ample parking space available at any time of the day or night.

Greyvan Denied I.C.C. Certificate

The I.C.C. at a formal hearing has denied a certificate to the Greyvan Lines, Inc., Chicago, holding that the evidence submitted to prove actual operation prior to June 1, 1935, was vague and inaccurate. Greyvan applied for a certificate as a common carrier of household goods. The testimony at the hearing showed that the applicant, for the years 1932 to 1938, conducted its operations exclusively through owner-operators. Greyvan contended that the owner-operators leased their equipment to the company and under a formal contract the truckmen agreed to devote their equipment exclusively to the service of the company.

The testimony showed that the truckmen paid all expenses, maintained their own insurance, and received compensation a percentage of the gross tariff charge.

The examiner held that the evidence submitted failed to clearly establish, as between Greyvan and its truckmen, "which party performed the transportation service", and that Greyvan did not uphold the burden of proving that it performed an actual, bona fide transportation service on the "grandfather" date and continuously thereafter.

\$1.41 Liquor Rate Westbound

Approval has been given by member lines of the Inland Steamship Freight Assn. to reducing the inland rate on alcoholic liquors westbound, item 3772, from \$1.54½ to \$1.41.

The reduced rate is to apply against liquors both in glass, tin or other retail containers or in bulk in barrels.

The action of this group whose services are from north and south Atlantic ports is significant in that it does not recognize certain demands that the rate on alcoholic liquors in glass should be lower than on shipments in bulk in barrels.

The approved rate of \$1.41 has been for some time applicable on alcoholic liquors when shipped from gulf ports to the Pacific Coast. The gulf rate has been differentially maintained at 13½ cents per 100 lbs. under the Atlantic Coast basis.

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Complete Warehouse Facilities

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Both Inland and Dock-Side Warehouses.

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Private Siding
Member N.F.W.A.Free Switching
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BONDED

Exclusive Merchandise Storage
Pool Car Distributors

Free Switching 14c. Insurance rate



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MERCHANDISE STORAGE—COOLER ROOMS
POOL CAR DISTRIBUTIONBrick and Concrete Construction Building, Strictly Fireproof—
Automatic Sprinkler System. Insurance Rate 14c. Santa Fe
Siding Conveniently located in Downtown Industrial and Retail
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Automatic Sprinkler System
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POOL CAR DISTRIBUTION

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Joe Hodges Fireproof Warehouse

Moving — Packing — Storage

Mixed Cars a Specialty. Large docks for sorting. We solicit
your shipments to our city and assure you we will reciprocate
and guarantee prompt remittance. Located on Railroad.
Best Service Obtainable.

Member American Warehousemen's Association, American Chain of Warehouses

Personnel

(Concluded from page 26)

Douglas Brien, originally of the office staff, and later a salesman at the Cleveland branch, has become manager at Cleveland.

Ray Tudor, who joined the Fruehauf organization May 1, after many successful years with General Motors Truck in various field executive capacities, has been made regional manager, with headquarters at Cleveland.

A. L. Struble has been appointed wholesale sales manager. He will be in charge of all sales activities in connection with motor truck dealers and truck manufacturers. He has a background of many years of practical merchandising experience in the motor truck industry. In recent years, Mr. Struble served as merchandising manager, truck sales manager and general sales manager for the Reo Motor Car Co. at Lansing.

L. C. (Lou) White has been made regional manager for an area which covers Fruehauf operations at Kansas City, Wichita, Little Rock, Memphis, Okla. City and Tulsa. He was formerly branch manager at Kansas City, where he made an enviable sales record.

Ray Orwick has been appointed regional manager covering the Denver, Omaha, Des Moines, St. Louis, St. Paul, Rock Island, Peoria, Milwaukee and Chicago territories. He has been promoted to this position from that of manager of the Chicago branch. He is known throughout the industry as a transportation expert. For a number of years before joining the Fruehauf Co. he was in charge of the Chicago branch of a large organization specializing in haulage equipment.

Ashfield Stowe, for the past 4 yrs. district manager at Baltimore, for the American-Hawaiian Steamship Co., has been promoted to operating manager of the concern at San Francisco. Mr. Stowe was held in high esteem by shipping interests and others at Baltimore and was tendered a testimonial dinner by port interests at the Chesapeake Club. He has been succeeded as district manager by J. A. Frazer.

Glenn E. Welch has become director of transportation of the Studebaker Corp., succeeding G. M. Sherman, deceased. Welch was formerly assistant traffic manager.

W. J. Hanna

W. J. HANNA, one of the oldest employees of the Bush Terminal Co., in service, died on May 1. He was associated with the company for 33 yrs., and was 54 yrs. old.

Mr. Hanna served in various capacities, and at death was manager of insurance, and associated with the sales department in its warehouse activities.

In his long service with the Bush Co. he made many friends, not only among his associates, but also in various business connections.

W. H. Carpenter

WILLIAM H. CARPENTER, retired warehouse operator and mover of White Plains, N. Y., died June 7 at the age of 76. Mr. Carpenter, who retired from business 4 yrs. ago, was president of Carpenter Storage, Inc., which recently was absorbed by J. Evans & Sons, Inc. He is survived by his wife, two sisters, and a son.

Rochester Group Organizes

The Rochester Truckmen's and Warehousemen's Assn. has been organized. Leon M. Hill of the Lehigh Carting Co. is president.

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Colonial Warehouse and Transfer Co.

Operating Public and Custom Bonded Warehouses
Licensed under the U. S. Warehouse Act
Merchandise, Storage and Distribution
Private Siding Free Switching Sprinklered
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OREGON TRANSFER COMPANY

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Merchandise Storage and Distribution
Lowest Insurance Rates—Sprinkler Equipped
Member A. W. A.
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MERCHANDISE WAREHOUSING AND TRANSPORTATION

Pool Cars and L. C. L. Distribution to the Pacific Northwest and Inland Empire with Free Pick Up and Delivery Service to All Main Points. Route your shipments Via Water or Rail to us.

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Our Personal Supervision assures you prompt and proper service.

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LET LYON GUARD YOUR GOODS

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THROUGH**RUDIE WILHELM WHSE. CO., INC.**

Rudie Wilhelm, Pres.

Member A.W.A.

U. S. Bonded—Concrete Building—A. D. T. Sprinkler System

Complete Facilities for Storage and Distribution
of All Commodities

Agents: Universal Transcontinental Freight Service

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General Forwarding Agents

SPECIAL ATTENTION GIVEN TO POOL CARS

Our private siding is served by all railroads

1504 N.W. Johnson St., Portland, Oregon

Estab. 1888

**Douglas-Guardian Office in Portland**

C. E. Gartman, western manager for Douglas-Guardian Warehouse Corp., announces the opening of offices for the Pacific Northwest at 209 United States National Bank Bldg., Portland, Ore. Don C. Dickinson will represent the concern in the Northwest assisted by Mrs. A. K. Laing.

**Pittsburgh Traffic Club Elects
Trust President**

At the annual meeting of the Traffic Club of Pittsburgh, held June 12, C. W. Trust, traffic manager of U. S. Steel Corp., eastern district, was elected president. Mr. Trust was born on a farm near Emsworth, and began his business career at the Penna. R. R., "C" station near North Ave., on the north side, where he started as car clerk checking cars in the yard. He later worked for the Clairton Steel Co., which was absorbed by the U. S. Steel Corp., in 1904. Since that time he has served in the traffic department of the latter company as rate clerk, chief clerk, assistant traffic manager of Carnegie Steel Co., assistant traffic manager of U. S. Steel, and traffic manager of the eastern district.

In addition to Mr. Trust, the following were elected: M. C. Richards, traffic manager, Spang, Chalfant & Co., first vice-president; C. C. Dailey, general agent, Lehigh Valley R. R., second vice-president; J. R. Barry, general agent, Louisville & Nashville R. R., third vice-president; David F. Woods, general agent, C. & E. I. R. R., secretary; J. G. Owston, div. traffic manager, Pittsburgh Plate Glass Co., treasurer. Robert H. Miller, general freight agent, Penna. R. R., was elected a carrier member of the Board of Governors, and the following as industrial members of the board: E. C. Jepson, general traffic manager, Wheeling Steel Corp.; John B. Keeler, assistant general traffic manager, Kop-

BETHLEHEM, PA.



HARRISBURG, PA.



HARRISBURG, PA.

KEYSTONE WAREHOUSE

GENERAL MERCHANDISE STORAGE

POOL CARS DISTRIBUTED

BRICK BUILDING—LOW INSURANCE

STORE DOOR DELIVERY ARRANGED FOR

PENNA. R. R. SIDING

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Fireproof Furniture Storage

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Members: Mayflower W.A.—P.F.W.A.—P.W.A.

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Merchandise and Household Goods

MANUFACTURERS' DISTRIBUTORS

MOTOR SERVICE

Siding on P. R. R. and P. & R.

LANCASTER, PA.

LANCASTER STORAGE CO.

LANCASTER, PA.

Merchandise Storage, Household Goods, Transferring,

Forwarding

Manufacturers' Distributors, Carload Distribution, Local

and Long Distance Moving

Members May. W.A.—P.F.W.A.

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COMMERCIAL WAREHOUSING CO.

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Thoroughly Modern Facilities—Customs Bonded

Complete Warehousing Service for Storage

& Distribution of General Merchandise.

Distribution of Merchandise & Household Goods Pool Cars

PHILADELPHIA, PA.

Est. over 50 years.

FENTON STORAGE CO.

Absolutely Fireproof

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Cable Address "Fenco"

P. R.R. Siding

Storage, moving and distribution of household goods and merchandise

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Fidelity—20th Century Storage Warehouses

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Bus type vans for speedy delivery anywhere. We distribute pool cars of household goods. Prompt remittance.

Assoe. A. W. A., N. F. W. A., Can. S. & T., P. F. W. A.

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Executive Offices—708 So. Delaware Ave.

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Carload Distribution

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Company owns fleet of motor trucks for city and suburban deliveries

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10 Chestnut St.

Phone: LOM. 8070

11 modern buildings in leading business sections. Served by all R. R.'s. Loading and unloading under cover. Storage-in-transit privileges. Goods of all kinds, bonded and free.

One of THE CHAIN OF TIDEWATER TERMINALS and Allied Inland Warehouses

PHILADELPHIA, PA.

BUELL G. MILLER, President

MILLER

North Broad Storage Co.

BROAD & LEHIGH & BRANCHES

Member P.M.T.A., C.F.M.A. of Pa.

PHILADELPHIA, PA.

22 Modern Warehouses**CENTRALLY LOCATED** in all leading business sections... close to piers... direct connections with all R.R.'s... and our own fleet of 22 modern transports.**OVER 1,000,000 Sq. Ft.** of storage space for merchandise of nearly every kind, bonded and free. Modern buildings with low insurance rates, and equipped for prompt and economical service.**SHIPPING** to and from all eastern markets and world ports.**WRITE** for particulars regarding many valuable services offered.**PENNSYLVANIA WAREHOUSING & SAFE DEPOSIT CO.**

General Offices, Cor. 4th & Chestnut Sts., Philadelphia

WARREN T. JUSTICE, President

MEMBER: American Chain of Warehouses
American Warehousemen's Association (Merchandise Division)
Pennsylvania Warehousemen's AssociationNEW YORK: Geo. W. Perkins, 82 Beaver St. Tel., Hanover 2-1954
J. W. Terresforte, 250 Park Ave. Tel., Plaza 3-1235

CHICAGO: W. H. Eddy, 53 W. Jackson Blvd. Tel., Harrison 1496

pers Co.; Gene Schiffer, traffic manager, Gulf Oil Corp., and John R. Wilharm, traffic manager, Diamond Alkali Co.

Miller North Broad Has 4-Alarm Fire

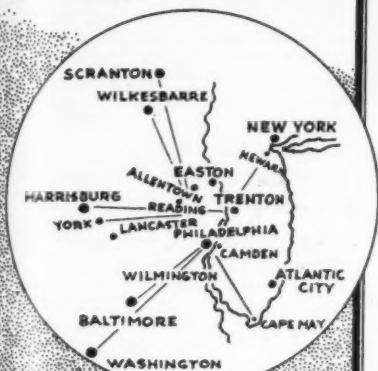
A 4-alarm fire of undetermined origin swept through the 6-story main office and warehouse building of the Miller North Broad Storage Co., Philadelphia on the morning of June 21st. Damage to building and contents was estimated by fire department authorities, not the warehouse company officials, at anywhere from \$100,000 to \$500,000.

Buell G. Miller, president of the company, said, "Articles stored were insured privately, for the most part. There was furniture on all floors, except the first, representing goods of almost 1,000 customers. We won't be able to estimate the damage until we go over the books. The sentimental loss to customers' furnishings will be greater than the commercial loss."

The flames were discovered in an elevator shaft on the third floor at 6:30 a.m. About 100 firemen were overcome by dense smoke and according to unconfirmed report, 7 were killed when a wall collapsed in an old building.

Miller operates two other warehouses at 52nd St. and Baltimore Ave., and at 5301 Germantown Ave.

Key Center (of the Big Eastern Market)



MOTOR TRUCK SERVICE

We own and operate a fleet of motor trucks to provide "Store-Door" delivery throughout the Philadelphia trading area and are especially equipped to render "next-morning" delivery anywhere within the area shown in the map.

13 large warehouses . . . modernly constructed . . . modernly equipped . . . staffed with an efficient personnel. Located in the important retail and wholesale districts of Philadelphia, the shipping center for the East's largest market. Adjacent to steamship piers where regular sailings are maintained for coastwise, intercoastal and world ports. Direct connections with the Pennsylvania Railroad and the Reading Company. Regular pool car service. Ample facilities for prompt, economical handling of merchandise of every kind.

Special accommodations for household goods shipments.

WRITE FOR PARTICULARS

TERMINAL WAREHOUSE COMPANY

Delaware Avenue and Fairmount
PHILADELPHIA

Members—A. W. A., N. F. W. A., Pa. F. W. A.

Represented by DISTRIBUTION SERVICE, INC.

100 Broad Street, NEW YORK CITY . . . Bowling Green 9-0986

625 Third Street, SAN FRANCISCO . . . Phone Sutter 3461

219 East North Water Street, CHICAGO . . . Phone Sup. 7180

An Association of Good Warehouses Located at Strategic Distribution Centers

Phila. Labor Ruling Allows 56-Hr. Week

It is unnecessary for employers in the Philadelphia area to file copies of collective bargaining agreements, or contracts, with the Wage and Hour Division of the U. S. Department of Labor, Myron M. Caffey, acting regional director, has advised. Employers having such agreements, or contracts, with legitimate labor unions, Caffey explained, may work employees up to 12 hrs. in any work day, or 56 hrs. in a work week, without payment of overtime.

Penna. Whiskey Certificate Measure Amended

The Ewing Bill, which was designed to eliminate a so-called "vicious racket" in the sale of whiskey certificates as investments, was amended in the Senate, at Harrisburg, Pa., to exempt collateral dealers from registering with the State Liquor Control Board. The amendment was sponsored by John H. Dent, of Westmoreland. Representatives of the State Securities Commission and of the Liquor Control Board had objected to it.

A. & P. Fights for Broker Fees

A part of the Robinson-Patman Act, which prohibits price discrimination by chain stores and other big corporations, has been attacked as unconstitutional by the Great Atlantic and Pacific Tea Co., Philadelphia. Through its attorney, Caruthers Ewing, who appeared before the U. S. Circuit Court of Appeals, on June 7, the A. & P. contended that it is entitled to brokerage fees in the purchase of its goods.

A previous ruling of the Federal Trade Commission

held that the chain store company tried to circumvent the law prohibiting refunds, by making contracts with the producers and sellers in which brokerage advantages were gained. Atty. Ewing pointed out that Section 2-A of the Robinson-Patman Act permits quantity discounts, and that if the Commission's stand holds that these are "rebates" in violation of Section 2-6, the law is unconstitutional.

W. T. Kelley, chief counsel, and Joseph J. Smith, Jr., and John Darsey, special attorneys, represented the Commission at the hearing. Judges John Biggs, Jr., Albert H. Maris and Harry E. Kalodner, who heard the case, reserved decision.

Penna. Governor O.K.'s Acts Revising Labor Laws

Governor James of Pennsylvania, on June 9, approved revision of the State Labor Relations and the Labor Anti-Injunction Acts, signing into law the Peale and Gillan bills which amend the acts so as to outlaw sit-down strikes, allow employers more rights under the "Little Wagner Act" and broaden the grounds whereon injunctions may be issued during labor disputes. The measure had the backing of industry and the united opposition of organized labor.

Philadelphia's Exports' Value Fell 28% in First Quarter

William M. Park, manager of the Philadelphia district office of the U. S. Bureau of Foreign and Domestic Commerce, reports that the value of exports through the Philadelphia Customs District for the month of March totaled \$7, 878,072, or an increase of 5 per cent over the previous month, but 12 per cent under the corresponding month of 1938. The cumulative value

PITTSBURGH, PA.

DUQUESNE WAREHOUSE CO.

Office: Duquesne Way and Barbeau St.
Merchandise Storage & Distribution

Members A. W. A.

PITTSBURGH, PA.

Established 1911

EXHIBITORS' SERVICE COMPANY

West Gen. Robinson & Scotland Street

Pool Car Distribution—Reconsigning, 24 Hour Service—
Trackage 40 Cars—Daily Service area—20,000 Sq. Miles—84
Company Owned Vehicles—Steel and Concrete Terminal
Cooling Room Space for Perishables.

PITTSBURGH, PA.

Ed Werner Transfer and Storage
1917-19 Brownsville Road Pittsburgh, Pa.

Household Goods Storage

Consign shipments via PRR—Lake Erie RR—B & O RR
Long Distance Moving
Agents for Allied Van Lines, Inc.
Member of N.F.W.A.

PITTSBURGH, PA.

Members: P.W.A.—Pittsburgh W.A.—P.M.T.A.

Thomas White

Owner and Manager

WHITE TERMINAL CO.

16th-17th and PIKE STS.

IN THE HEART
OF THE
PITTSBURGH
JOBGING
DISTRICT



A large, modern, sprinklered warehouse with every facility for economical, efficient storage of merchandise and food products. A private siding on the Penn. R.R. Complete trucking facilities. Pool cars distributed. Consign your shipments to WHITE.

STORAGE-IN-TRANSIT PRIVILEGE

Also operators of **WHITE MOTOR EXPRESS CO.**

(Established 1918)

100% Mack Equipment

SCRANTON, PA.

R. F. POST

DRAYMAN & STORAGE WAREHOUSE

221 Vine St.

HOUSEHOLD STORAGE POOL CARS
MERCHANDISE STORAGE PACKING
LOCAL AND LONG DISTANCE MOVING
PRIVATE SIDING, D. L. & W. R. R.

of exports for the quarter ended March 31, was \$20,092,567, or 28 per cent under the like period of last year.

For the month of March, increases were noted in most of the major export items, especially iron and steel scrap, exports of which tripled as compared with February; lubricating oils and greases, iron and steel plates and corn. Exports of the last three commodities increased, respectively, 43 per cent, 34 per cent and 17 per cent.

Foreign Trade Week**Observed Nationally**

During the week of May 21-27, more than 200 groups in 39 of the states and several groups in foreign countries observed "National Foreign Trade Week" as a result of long planning. James A. Farrell, former president of the United States Steel Corp. and founder of the National Foreign Trade Council, was presented the 1939 Captain Robert Dollar Memorial Award, a gold plaque, for the most distinguished contribution to the advancement of the foreign trade of the United States. Mr. Farrell has been chairman of the National Foreign Trade Council since its organization.

"If I were asked what our National Foreign Trade Week means" stated Mr. Farrell, "I would reply that it stands first of all for a universal recognition of the economic interdependence of all nations; secondly, as a means of creating a sound public opinion behind all legislation affecting our foreign trade; and thirdly, the building of a better world economic order by the freeing of international commerce and individual enterprise from all unnatural restraints."

The Dollar award to Mr. Farrell was made at the World Trade Dinner, May 25, held at the Casino of Nations, World's Fair, New York.

Other speakers at the World Trade Dinner included Secretary of Commerce Harry L. Hopkins and Graeme K. Howard, vice-chairman, National Foreign Trade Council. Mr. Hopkins told 1,500 business men, industrialists and financiers present that his department was preparing to assign a group of specialists to study the possibility of increasing American import trade, particularly from Latin America. Their task, he said, will be to seek foreign products that would not "unduly compete" with United States goods and that would be susceptible of advantageous use in industry and consumption here. The principal objective will be an enlargement of American foreign trade in both directions, offsetting the "unwholesome" export balance of more than \$1,000,000,000 last year.

"If I were to indicate the first vital change in dealing with our friends," he said, "it would be this: The policy of making available funds at burdensome interest charges, with commissions to brokers out of all proportion to the services they render, must be brought down to a more reasonable business basis."

Mr. Howard, an executive of the General Motors Export Corp., called for an American foreign policy based on a middle path between isolationism and interventionism, with the United States shunning the role of "world reformer." As another plank of his policy, Mr. Howard urged support by the Government of America's trade position with the world. Praising Cordell Hull's reciprocal trade agreements, he pointed to the "striking omission" of pacts with the have-not nations "in most desperate need of imports and offering the greatest immediate opportunity to the United States for the disposal of our national surpluses."

"The most disturbing situation of all," Mr. Howard said, "would be any deliberate attempt on our part to undermine, to lower the standards of living, to starve into submission and to make economic war upon countries with whom we are at peace."

SCRANTON, PA.

The Quackenbush Warehouse Co.
219 Vine Street
MERCHANDISE AND HOUSEHOLD GOODS
STORAGE POOL CAR DISTRIBUTION
D L & W and D & H Sidings
Member of Allied Distribution, Inc.



PROVIDENCE, R. I.

CADY MOVING & STORAGE CO.
FIREPROOF WAREHOUSE
Storage, Moving, Shipping
80-90 Dudley St.
Member National Furniture Warehousemen's Assn.
Agent for Allied Van Lines, Inc.



PROVIDENCE, R. I.

Terminal Warehouse Company of R. I., Inc.
Storage all kinds of General Merchandise, Pool Car
Distribution. Lowest Insurance.
Trackage facilities 50 cars. Dockage facilities on
deep water.
Shipping directions South Providence, R. I.

CHARLESTON, S. C.

Charleston Warehouse and Forwarding Corp.
Merchandise Storage and
Distribution of Pool Cars
Modern Concrete Warehouse. 100,000 Square Feet of Storage Space.
Private Tracks Connecting with All Railroad and Steamship Lines.
Motor Truck Service.
Members of the American Chain of Warehouses, Inc.

COLUMBIA, S. C.

**Carolina
Bonded
Storage Co.**



**BONDED
COMPLETE STORAGE FACILITIES
for MERCHANDISE &
HOUSEHOLD GOODS.**

Pool Cars Handled. Household Goods
Transferred. Long Distance Trucking.
Member of A.W.Inc.—MayWA 700 Block College



GREENVILLE, S. C.

"The Heart of the Piedmont"

TEXTILE WAREHOUSE CO.

511-13-15 Rhett St.

GENERAL MERCHANDISE—H.H.G. STORAGE
Pool Car Distribution—Motor Truck Service
Low Insurance Rate Private Siding

Est. 1923



KNOXVILLE, TENN.

FIREPROOF STORAGE & VAN COMPANY, Inc.

201-211 Randolph St., Knoxville, Tennessee
135,000 square feet on Southern Railway tracks.

Equipped with Automatic Sprinkler
Insurance at 12c. per \$100.00 Household goods shipments
per annum collected. Prompt remittances
made.
Pool Cars distributed.
MEMBERS American Warehousemen's Ass'n
PROMPT AND EFFICIENT SERVICE

MEMPHIS, TENN.

S. S. DENT, Pres.

General Whse. & Dist. Co.
435 So. Front St.

"Good housekeeping, accurate records,
Personal Service"
Located in the center of the Jobbing &
Wholesale District

Sprinklered Low Insurance
Private R. R. siding Perfect service



MEMPHIS, TENN.

W. H. DEARING, General Manager

John H. Poston Storage Warehouses

ESTABLISHED 1894

671 to 679 South Main St.

Insurance Rate \$1.26 per \$1,000 per Annum Distribution a Specialty
Merchandise storage, dependable service, free switching, Local cartage delivery,
Illinois Central and Cotton Belt Railway tracks. Automatic sprinkler.

UNIONTOWN, PA.

H. D. RYAN—L. G. HOWARD, Proprietors

KEYSTONE TRANSFER CO.

CORNER BEESON BLVD. & PENN ST.
HOUSEHOLD GOODS PACKED, SHIPPED, STORED
LONG DISTANCE MOVING
Private Siding B. & O. R.R.

WILKES-BARRE, PA.

WILKES-BARRE STORAGE CO.

General Storage and Distribution
Prompt and Efficient Service
Storage-in-Transit and Pool Cars

19 New Bennett St.

Wilkes-Barre, Pa.

WILLIAMSPORT, PA.

WILLIAMSPORT STORAGE CO.

FIREPROOF BUILDING—416 FRANKLIN STREET
P. R. R. SIDING
MERCHANDISE STORAGE AND DISTRIBUTION
HOUSEHOLD GOODS—DRAYAGE
IDEAL DISTRIBUTING POINT FOR CENTRAL PENNSYLVANIA

News from the Cold Storage Industry

(Continued from page 33)

will open B & D Refrigeration Co., with latest in cold
storage and refrigeration service.

Consumers' Ice to Freeze Produce

Consumers' Ice and Cold Storage Co., Sacramento,
Cal., which will freeze fruit and vegetables the quick-
freeze way this season, has over fifty freezing rooms
and can freeze and store 3,000,000 lbs. of produce.

New Los Angeles Company

G. G. Cole, Lloyd and Eugene Gotlieb, all of Los An-
geles, are directors in a new quick-freezing corporation
just organized in that city, to be known as Quicold Dis-
tributors, Inc., capitalized at \$25,000.

Dry Ice Container for Short Orders of Frozen Foods

Where distributors of frozen foods experience a short-
age, and need fresh frozen strawberries or frozen corn
on the cob in a hurry to satisfy demands of retail out-
lets, the Washington Packers, of Puyallup, Wash., now
have new equipment placed in transit for the purpose—
a portable steel container that is rushed, via express,
filled with dry ice and the frozen articles desired, with-
out delay. Such new container for express-railroad
shipment, is the packers' answer to speedy "fill-ins"—
the replenishment of frozen food stuffs, for which more
than average demand has been felt. Its development
has been made necessary for such L.C.I. shipments, as
distributors in some sections, particularly in the central

MEMPHIS, TENN.

H. K. HOUSTON, Pres. B. T. GRILLS, Gen. Mgr.

UNITED WAREHOUSE & TERMINAL CORP.

Warehouse No. 1 Warehouse No. 2
137 E. Colhoun Ave. 138-40 St. Paul Ave.

Memphis, Tennessee

Storage (Mdse.)—Pool Car Distribution—Local delivery service—Office Space. In the heart of the wholesale district and convenient to Rail, Truck and express terminals. Eight car railroad siding—(N.C.&ST.L. and L.&N.)—Reciprocal switching. Represented by Distribution Service, Inc. Member of A.W.A. and M.W.A.

NASHVILLE, TENN.

124 FIRST AVE. N.

BOND, CHADWELL CO.

MERCHANDISE
WAREHOUSE.
RAIL, TRUCK
AND RIVER
TERMINAL.



NASHVILLE, TENN.

521 Eighth Ave., So.

Central Van & Storage Co.

MERCANTILE AND HOUSEHOLD STORAGE

WAREHOUSE STOCK and POOL CAR DISTRIBUTION

Fire Proof Warehouse Space—Centrally Located

NASHVILLE, TENN.

ESTABLISHED 1886

The PRICE-BASS CO.

194-204 Hermitage Ave.

MERCHANDISE STORAGE

Automatic Sprinklered—Spot Stock and
Pool Car Distribution—Private Siding



AMARILLO, TEXAS

WM. C. BOYCE

J. A. RUSH



Armstrong Transfer & Storage Co., Inc.

Distributors of Merchandise

BONDED WAREHOUSES

Amarillo and Lubbock, Texas
Contract operators for all rail lines and Uni-
versal Cartage and Distributing Company.
Member Mayhew W. A.—Amarillo Warehouse-
men's Association—American Chain of Warehouses



BEAUMONT, TEXAS

TEXAS STORAGE COMPANY

656 Neches St.

Beaumont, Texas



Merchandise and Household Goods
Warehouse, Concrete Construction
30,000 Sq. Ft. Distribution of Pool Cars
Transfer Household Goods
Agent for A.V.L. Member of N.F.W.A.—S.W.A.T.A.

CORPUS CHRISTI, TEXAS

J. R. McCRAY, Pres.

McCRAY TRANSFER & STORAGE CO.

1219-1223 GAVILAN STREET

MDSE. & HOUSEHOLD GOODS DISTRIBUTION

BONDED WAREHOUSE - - - 32,000 sq. ft.

Nation-Wide Movers Under Our Own Permits
We Practice Reciprocity

CORPUS CHRISTI, TEXAS

Specialists In

General Merchandise Storage—

Forwarding—Pool Car Distribution

Public bonded warehouses in Corpus Christi on Son. Pas. and Harlingen on Mo.
Pas. RR's. Common carrier motor freight service for Houston, San Antonio, Austin,
Hobbsville and Rio Grande Valley. Expert handling. S.W.A. members.

ROBINSON WAREHOUSE & STORAGE COMPANY

General Offices: 1500 Tiger St., Corpus Christi

part of the country, have been developing shortages in certain frozen foods, for which consumption has been greater than others.

The Washington Packers, freezing about a quarter of the entire pack last year, or nearly 10,000,000 lbs. of various fruits and vegetables, such as apricots, cauliflower, broccoli, corn, peaches, carrots, beans and berries sent on its initial trip in March the new portable container, carrying 100 lbs. of dry ice and 300 lbs. of various frozen foods in cardboard containers for the individual packs.

Initial trip of the portable equipment, which solved the l.c.l. distribution problem, was to Kansas City where one of the large distributors has found it necessary, in cultivating his district and distributing the cold products, to add nearly 100 trucks during the past year. He has placed the frozen fruits and vegetables from the Western Washington area in a large number of retail stores and outlets of the Kansas City area.

The Washington Packers, during the past season, expended \$150,000, and built a new plant for the freezing and storing of vast quantities of berries, tree fruits and truck garden products from a wide countryside. It has recently signed contracts with the 2,500 members of the cooperative plant which produces the foodstuffs to be given the quick-freezing treatment and nationally distributed, that will provide for an extra-heavy tonnage of the new crops, some of which, for early delivery, are now maturing.

Allen Rejoins S.W. Group

The Allen Transfer & Storage Co., Harlingen, Texas, operated by J. W. Allen, has rejoined the Southwest Warehouse & Transfermen's Assn.

Increase in Texas Pecans

Texas, which produces about 40 per cent of the nation's crop of pecans, will increase its crop this year to 25,000,000 lbs. Last year, 20,000,000 lbs. reached the market.

Texas Group Elects
Brown President

THE annual convention of the Texas Motor Transportation Assn., held at Houston, June 15-16-17, was well attended. At the closing session Leonard Brown of Houston was selected president; Galen McKinney of Fort Worth, vice-president, and Walter Shook of Galveston, secretary-treasurer. B. Frank Johnson of Austin, will continue in office as manager of the association.

The common carriers have representation through Edward Sproles, Fort Worth; Mr. Brown of Houston and Harry Brown of San Antonio. Directors from the contract carriers are J. Tom Miller of Fort Worth, Eli Morgan of Wichita Falls and W. H. Merrell of Greenville.

Roscoe Carnrike of Fort Worth is chairman of the household goods division of the board and will serve with Chester Bradley of Dallas and J. P. Tarry of Wichita Falls.

Fred C. Pruitt of Houston, Harry Pollard, Houston and Bob Singleton of Fort Worth, represent the motor operators on the board of directors. G. H. McKinnis of Fort Worth, B. B. McGimsey of San Antonio, and Fielden Breeden of Cuero are board members from the private carrier division. Fisher Dorsey of Houston, Roy Wilson of Longview, and R. E. Abernathy of Dallas are directors from the local cartage section.

Selection of a city for the next convention in 1935 was left to the officials of the association.

Resolutions were adopted that the association urge the Railroad Commission of Texas to enter into reciprocal agreements with surrounding states to allow irreg-

DALLAS, TEXAS

In Dallas It's Binyon-O'Keefe

With three warehouses having a total of 180,000 square feet of floor space; with our private side and free switching to Dallas' eleven Trunk Line Railroads—in Dallas, Binyon-O'Keefe is best prepared to serve you.

For 60
Years
BINYON-O'KEEFE
Fireproof Storage Co.
 Dallas
For 60
Years

Associated with Distribution Service, Inc.

DALLAS, TEXAS

(Established 1875)

**DALLAS TRANSFER AND
TERMINAL WAREHOUSE CO.**

Second Unit Santa Fe Building, Dallas, Texas

Modern Fireproof
Construction—
Office, Display,
Manufacturers,
and
Warehouse Space

Operators of Lone Star
Package Car Company
(Dallas Division). Daily
service via rail from St.
Louis and C.F.A. terri-
tory to all Texas points.
Semi-weekly service via Morgan Steamship Line
from New York and Seaboard territory to all Texas
points. H & N T Motor Freight Line, serving South, Central
North Texas and Oklahoma.

MEMBERS: A. W. A., N. F. W. A., American Chain of Warehouses
Southwest Warehouse & Transfer Co. Assn. Rotary Club

DALLAS, TEXAS

SPECIALIZING

**MERCHANDISE STORAGE
POOL-CAR DISTRIBUTION**
SERVING THE GREAT
SOUTHWEST AREAEVERY ACCOUNT IS
PERSONALLY SUPERVISED
BY THE MANAGEMENT
KOON-McNATT STORAGE & TRANSFER CO.
 911 MARION ST.

**CONTRACT OPERATORS
FOR ALL RAIL LINES AND
UNIVERSAL CARLOADING
& DISTRIBUTING COMPANY**
Over 10,000,000 Pounds of Freight
Handled Monthly for Dallas
Shippers

DALLAS, TEXAS

 A Complete Merchandise Warehouse Service
**COLD STORAGE—MERCHANDISE STORAGE
YARD STORAGE—RENTALS**
MAAS-MORGAN WAREHOUSE, INC.
Houston Street at McKinney Avenue. 1917 North Houston Street.
703 McKinney Avenue, Dallas, Texas.The business address of a number of the largest manufacturers in the world. A
splendid modern plant. A strategic distribution center. A highly specialized
organization placing at your command the finest SERVICE that skill and willing-
ness can offer.

DALLAS, TEXAS

Interstate-Trinity Warehouse Company


 a merger of
**INTERSTATE FIREPROOF STOR-
AGE & TRANSFER COMPANY
and
DALLAS-TRINITY WAREHOUSE
COMPANY**
301 North Market Street,
DallasMerchandise Storage and Distribution
Household Goods Storage, Moving &
Packing

Long Distance Hauling

Associate Managers
W. I. Ford R. E. Abernathy
 Represented by **ALLIED DISTRIBUTION INC.** CHICAGO
 11 WEST 42ND ST. PENN. 6-0968 1525 NEWBERRY AVE., MON. 5531

DALLAS, TEXAS

Merchants Cold Storage of Dallas

Bonded

470,000 Cu. Ft. Cold Storage Space
Pool Car Distribution

1301-7 Broom St.

P. O. Box 5088

DALLAS, TEXAS

Hawkins
Street
and
Pacific
Avenue

The Southwest's Warehouse of Service

MERCHANDISE STORAGEPOOL CAR DISTRIBUTION, AIR-CONDITIONED
OFFICE SPACE
**Texas and Pacific
Terminal Warehouse Co.**

209 N. Hawkins

(See Companion Service Under Ft. Worth Listing)

EL PASO, TEXAS

 "Bankers of Merchandise"
 "Service With Security"

International Warehouse Co., Inc.

1601 Magoffin Ave.

El Paso, Texas


 Lowest Content Insurance Rate
 Fireproof Storage of Household Goods, Autos
 & Merchandise. State and Customs Bonded.
 Private Trackage—T. & P. and So. Pac. Rys.
 Pool Car Distribution—Motor Truck Service.
 Incorporated in 1926
 Members—NFWA—SWTA—Agents for Allied
 Van Lines, Inc.

FORT WORTH, TEXAS

In Fort Worth It's Binyon-O'Keefe

With three warehouses having a total of 250,000 square feet of floor space; with
our private side and free switching to Fort Worth's eleven Trunk Line Railroads—
in Fort Worth, Binyon-O'Keefe is best prepared to serve you.

For 60
Years
BINYON-O'KEEFE
Fireproof Storage Co.
 Fort Worth
For 60
Years

Associated with Distribution Service, Inc.

lar carriers licensed in those states to enter Texas on
occasional trips without the necessity of securing a
full year's license and permit; on the same basis that
operators licensed in Texas would be allowed to enter
surrounding states.

Ted V. Rodgers, president of the American Truck-
ing Assn., told members of the association that they
must continue their fight on the vicious attempts to
have trucks over-regulated and over-taxed.

"But, while anti-truck legislation is a constant threat
to our welfare, we must not, in our fight against it,
make the same mistake that has been made by the
railroads," he warned. "You are all familiar with the
extensive attack the railroads have launched against
the trucking industry. Railroad leaders are constantly
scheming—thinking of ways and means of hampering
the trucks. Meanwhile, railroad service has suffered."

He told the group to bear in mind that the product
of the truckers is service, and added that the truckers'
service is "tops" at the present time. Mr. Rodgers
said the trucking industry is now equipped to handle
any kind of a cargo and that the shipper no longer
needs to find a special container for any cargo, but
that the trucker can furnish vehicles to fit the ship-
ments.

Mr. Rodgers said goldfish were transported by truck
in insulated containers with approximately 200,000

For the convenience of shippers, this section is arranged geographically

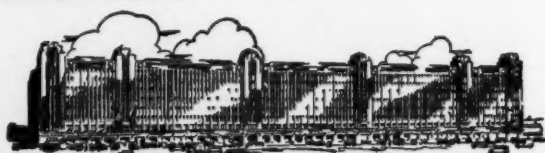
FORT WORTH, TEXAS

A Complete Merchandise Warehouse Service
 MERCHANDISE STORAGE — COLD STORAGE — POOL
 CAR DISTRIBUTION — FRISCO R.R. SIDING
 MODERN — FIREPROOF WAREHOUSE
JOHNSON STORAGE & DISTRIBUTING CO., INC.
 AND
JOHNSON MOTOR LINE
 801 W. VICKERY BLVD. FT. WORTH, TEXAS

FORT WORTH, TEXAS

Storage, Cartage, Pool Car Distribution
O. K. Warehouse Company, Inc.
 255 W. 15th St. Fort Worth, Tex.

FORT WORTH, TEXAS



The Southwest's Finest Warehouse
MERCHANDISE STORAGE
POOL CAR DISTRIBUTION, OFFICE DISPLAY
AND WAREHOUSE SPACE
Texas and Pacific
Terminal Warehouse Co.
(See Companion Service Under Dallas Listing)

HARLINGEN, TEXAS

Jones Transfer & Storage Co., Inc.
 Warehouses located at Harlingen, Brownsville, McAllen, Edinburg.
 Merchandise storage—pool car distribution, daily motor freight lines.
 Furniture vans—equipment for heavy hauling.
Service Covers the Lower Rio Grande Valley

HOUSTON, TEXAS

BINYON-STRICKLAND
WAREHOUSES, INC.
 Merchandise Storage — Pool Car Distribution
 Centrally Located — Lowest Insurance Rate
 Private Siding Southern Pacific Ry. Co.
 Goliad & Morin Sts. Houston

HOUSTON, TEXAS

CENTRAL FORWARDING INC.
CONTI AND WALNUT STS.
MERCHANDISE AND HOUSEHOLD GOODS
STORAGE AND POOL CAR SERVICE
OFFICE AND DISPLAY SPACE
O. J. UMBERFIELD,
BRANCH MANAGER

HOUSTON, TEXAS

Better Warehousing in HOUSTON
 We operate a modern low insurance rate warehouse in the center of the wholesale, jobber, rail and truck terminal district. Most conveniently located for interior jobbers' trucks; well trained personnel; cooler space.
HOUSTON CENTRAL WAREHOUSE CO.
 Commerce and San Jacinto Houston, Texas
 Represented by **ALLIED DISTRIBUTION INC.** CHICAGO
 11 WEST 42ND ST. PENN. 6-0068 1523 NEWBERRY AVE. MON. 55N

of the fish to a load. Some of the other unusual shipments included: A billion dollars worth of silver moved from New York City to the government's new vaults at West Point, Ky.; transport of a quarter of an ounce of radium—a truckload because of its thick lead container—from New York to Washington; a 16-in. coast guard cannon weighing 143 tons, and the moving of a 66,000-lb. railroad switch engine from Fort Bliss to El Paso—a distance of 10 miles—for repairs.

He said that for distances of 250 miles, or under, the cost of shipping household goods by truck is less than the cost of packing the articles for shipment by rail.

"In a recent survey of 35,000 firms," Mr. Rodgers stated, "more than 4,000 shippers said they favored the trucks because their use resulted in less damage to shipments and less loss; a group of 7,521 firms liked the trucks because they cut packing and crating costs and about 15,000 firms told the government, the agency conducting the survey, that the trucks provided a more flexible and convenient service than other forms of transportation."

"The popular idea that freight moving by rail makes better time than freight hauled by motor transport was exploded into small fragments by 23,095 business firms which reported that the trucks gave them faster service," Mr. Rodgers said. "This inquiry by the government has served to show just what kind of service the shippers demand," he said, "and we must work continually to improve this service."

"Truckmen must go far beyond rendering a grudging minimum of service. Hauling merchandise from one point to another is the main service, but it is only a part of the whole."

He pointed out that motor transport's whole service is to render all possible service and assistance to the public, whether required or not. A little thing like stopping on the highway to help a motorist in trouble is one way to help the general opinion of the public as to the trucking industry, he said.

Fred C. Pruitt of Houston addressed the convention on safety. He analyzed the safety problem and advanced solutions for the problem.

"Why should you be safety minded?" he asked. "It is to keep the trucks on the highways. Unless you do this the trucks will be legislated off the highways."

Wendell Y. Blanning, director of the Interstate Commerce Commission bureau of motor carriers, told the delegates that there are 1,250 carriers in Texas subject to I. C. C. rules and that these made a gross revenue of \$20,000,000 last year.

"About 40 per cent of these are one-truck operators," he said, "and only 4 per cent of them are what we will call class 1 operators; that is, they operate 20 to 25 trucks."

"Throughout the United States, we regulate 39,000 carriers. The vast majority are one-truck operators with less than 3 per cent being class 1 operators."

Among those who spoke were Homer Hurst of Oklahoma City, director of motor transportation of the Oklahoma corporation commission; Billy Lenon of Little Rock, Ark., secretary of the Associated Motor Carriers of Arkansas; Fred Cline of the Oklahoma Motor Assn. of Oklahoma City; Mark Marshall of Chicago, former director of the motor division of the Texas Railroad Commission; Tilden L. Childs of Fort Worth, district director of the motor carrier bureau of the Interstate Commerce Commission, and Jim Kilday, director of the motor transportation division of the Texas Railroad Commission.

Eastman Elected Chairman of I.C.C.

Commissioner Joseph B. Eastman has been elected chairman of the Interstate Commerce Commission to succeed Marion Caskie, whose 1-yr. term would have

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SHIPPERS' SERVICE SECTION

TEXAS

HOUSTON, TEXAS

Houston Terminal Warehouse & Cold Storage Company
General Storage Cold Storage U. S. Customs Bonded
Pool Car Distribution
Office Space Display Space Parking Space
Lowest Insurance Rate

New York Representative
Phone PLaza 3-1235

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BENJ. S. HURWITZ, Pres.

WESTHEIMER
Transfer and Storage Co., Inc.

OVER 50 YEARS IN HOUSTON

Fireproof Warehouse

Merchandise & Household Goods Storage—Pool Car Distribution—
Lift Van Service—28 car lengths of truckage.
Agent for Allied Van Lines, Inc. Members N. F. W. A.
State and Local Assn.

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PATRICK TRANSFER & STORAGE CO.

Merchandise and Household Goods Storage
Pool Car Distribution

Shipside and Uptown Warehouses

Operators—Houston Division
Lone Star Package Car Co.

1382 Neace St. Agents for Allied Van Lines, Inc.

Members N.F.W.A.
State and Local Assn.

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ENGLISH TRANSFER AND STORAGE COMPANY
MERCHANDISE HOUSEHOLD GOODS MOTOR FREIGHT

State
Bonded

SORTING AND BOXING
DISTRIBUTION OF POOL CARS
TRANSFERS HOUSEHOLD GOODS

J. H. ENGLISH,
Owner-Manager

1000-1020 Fort Worth Ave.

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T. P. C. Storage & Transfer Company, Inc.
Commercial Storage

OFFICE SPACE PARKING SPACE
MANUFACTURERS AGENTS
POOL CAR DISTRIBUTION

HOUSTON, TEXAS

W. E. FAIN, Owner and Manager
Established 1901

TEXAS WAREHOUSE COMPANY

Thirty-eight Years
Under Same Continuous Management—
MERCHANDISE EXCLUSIVELY

Pool Car Distribution Sprinklered Throughout
A.D.T. Supervised Service

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Merchandise Storage — Pool Car Distribution
— U. S. Customs Bonded —
— Office Space —

New York Representatives:
DISTRIBUTION SERVICE, INC.
100 Broad Street

Chicago Representatives:
DISTRIBUTION SERVICE, INC.
219 E. North Water St.

Members A.W.A. and State and Local Associations.

expired Jan. 1. Mr. Eastman takes office July 1 and will serve 3 yrs., instead of 1 yr. which has been customary.

Another change adopted is the reduction in the number of divisions from seven to five. The number of standing committees have been cut to two from eleven.

"The general nature of the changes indicates an attempt to proceed further with the assignment of functional basis, as far as that is at the present deemed practicable," states the I.C.C. "Five numbered divisions of the commission, of three members each, are created."

The divisions, the commissioners which have been assigned to them and the duties follow:

Division 1, administrative: Commissioners Eastman, Claude R. Porter and William K. Lee have been assigned to this division, which will be charged with the general conduct of administrative matters not otherwise assigned or reserved; general supervision of the reports, records and accounts of carriers; the discovery and enforcement of penalties for violations of law; the institution of investigations as to intrastate rates; personnel supervision and management, and the admission and regulation of practitioners before the commission. This division is to be headed by the chairman of the commission.

Division 2, rates, tariffs and valuation division, is made up of commissioners who are not assigned to service upon any other division. Commissioners Eastman, Porter and Lee have been assigned to this division. It will enforce the long-and-short haul and tariffs provisions of the act and related matters; the valuation of the property of carriers and the standard time act. It will also have general supervision of informal complaints.

Division 3, Commissioners Charles D. Mahaffie, Carroll Miller and Alldredge have been assigned to this division known as the rates, service, and safety division. It will

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Pool Car Distribution—Complete Service
Distribution—Storage—Drayage
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Merchandise **MERCHANTS** Household Goods
TRANSFER & STORAGE CO.

Complete Storage and Distribution Service
over 50 years of satisfactory service
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POOL CAR DISTRIBUTORS
STORAGE AND DRAYAGE
Dependable Service Since 1913

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Scobey Fireproof Storage Co.

HOUSEHOLD - - - MERCHANDISE
COLD STORAGE - - - CARTAGE
DISTRIBUTION

INSURANCE RATE - - - 10c

Members of 4 Leading Associations

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General Storage and Distribution from the Center of East Texas. Specializing in Pool Cars Merchandise.

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Western Gateway Storage Co.

Warehousing in all its branches

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MERCHANDISE AND COLD STORAGE

Ogden is the Gateway to the Inter-mountain West

SALT LAKE CITY, UTAH

CENTRAL WAREHOUSE

Fireproof

Sprinklered

Insurance rate 18c. Merchandise Storage. Pool Car Distribution.

Office Facilities.

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Over 1,000,000 cubic feet reinforced Concrete Sprinklered Space

Insurance Rate 14 Cents

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Salt Lake City, Utah

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328 West 2nd South

72,000

Square feet space. Reinforced concrete and brick with office or desk space, also U. B. Customs bonded space. In center of jobbing district. Free switching. Private siding.

Unsurpassed service. Specialists in distribution. Our receipts accepted as collateral by banks for mds. in storage. Free P. & D. service over rail and truck lines.

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VAN & STORAGE CO.**

60,000 square feet exclusive Household goods Fireproof warehouse. Our own vans anywhere in West. Complete service.

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"This is the Place"

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SECURITY STORAGE & COMMISSION CO.**

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Over 32 Years' Experience

Merchandise Warehousing - Distribution
Sprinklered Building - Complete Facilities
Lowest Insurance Cost - A.D.T. Watchman Service
Office Accommodations - Display Space

Represented by American Chain of Warehouses, Inc.

New York Chicago
250 Park Ave. 53 W. Jackson Blvd.MEMBER:
A.W.A.—U.W.A.

NORFOLK, VA.

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HOUSEHOLD AUTOMOBILE STORAGE MERCHANDISE

NEW-BELL STORAGE CORPORATION

NORFOLK, VIRGINIA

MODERN SPRINKLER EQUIPPED WAREHOUSE

50,000 SQUARE FEET PRIVATE RAIL SIDING

Lowest Insurance Rate in Norfolk. Pool Car Distribution

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Serving—Va. Beach, Ft. Monroe, Newport News, Williamsburg and Tidewater Virginia.

Security Storage and Van Corp.

530 FRONT STREET

Norfolk's Finest Fireproof Furniture Warehouse

Motor Van & Lift Van Service

Collections — Distribution

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STORAGE COMPANY, Inc.**MEMBER:
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A.W.A.
S.W.A.
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For economical storage and distribution you will want to know more about our individualized services. Our fireproof warehouses are in the Southgate Terminal, on the waterfront and in the center of Norfolk's wholesale district. Served by all rail, water and motor lines.

Write for Booklet—"7 POINT DISTRIBUTION"

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60 Years of Uninterrupted and Expert Service

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Three Fireproof Storage Warehouses—\$10,000 Cubic Feet Floor Space—Automatic Sprinkler System—Low Insurance Rates—Careful Attention to Storage—Packing and Shipping of Household Goods—Private Railroad Siding—Pool Car Distribution—Motor Van Service to All States—Freight Truck Line.

Member of N. F. W. A.—A. V. L.—A. T. A.

administer the safety appliance and related acts, such as locomotive inspection, transportation of explosives; emergency directions as to car service; pooling of traffic; and the classification of railroad employees under the railway labor act and also matters arising under the railroad retirement act, carriers taxing act of 1937, and the railroad unemployment insurance act.

Division 4. Commissioners Porter, Mahaffie and Miller, of the finance division, will pass upon certificates of convenience and necessity for rail carriers; the consolidation, merger, purchase, lease, operating contract, the acquisition of control of carriers, and as to non-carrier control, of all carriers subject to the act; the issuance and approval of securities; all reorganization matters under the various amendments to the uniform bankruptcy act; Reconstruction Finance Corp. and emergency relief and construction act loans, and matters arising under the Clayton act.

Division 5. Commissioners Lee, John L. Rogers and Alldredge of the motor carrier division, will continue with general authority as to the motor carrier act of 1935, except with respect to rates and securities, and the approval of consolidations, mergers, purchases of motor carriers, formulation of accounts, and enforcement of penalties, which have been transferred to other divisions, as above indicated.

Commissioners Eastman, Mahaffie and Splawn have been designated as the legislative committee; Commissioners Aitchison, Porter and Mahaffie as the committee on rules and reports.

Cleveland Traffic Club Elects

At its annual meeting, June 19, the Traffic Club of Cleveland named Ralph J. Hanson, freight traffic manager of the Akron, Canton & Youngstown R. R. Co. as president for the ensuing year. He succeeds John B. Sanford of the Sherwin-Williams Co. Mr. Hanson is a director of the Associated Traffic Clubs of America and was general chairman of last year's convention.

Other Cleveland officers named were William A. Ruehl, first vice-president; George R. Littell, second vice-president; M. K. DeWitt, secretary; and John S. Schwalm, treasurer.

Others elected to the board of governors are R. A. Haskins, E. E. Kessel, W. J. Lawrence, W. J. Brennan, J. E. Haas and T. O. Lippert.

RICHMOND, VA.

STORAGE
HOUSEHOLD
GOODS
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FURS - RUGS
VALUABLES

THE W. FRED RICHARDSON
Security Storage Corporation
PACKING FOR SHIPMENT
Local and Long Distance Movements
ESTABLISHED 1897
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180,000 Sq. Ft. Space

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INSURANCE RATES 20c PER \$100 PER YEAR
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Finance and Storage
Pool Car Distributors
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421-25 EAST CAMPBELL AVE.
ROANOKE, VIRGINIA

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ROANOKE PUBLIC WAREHOUSE

Capacity 500 Cars

Private Railroad Siding



Automatic Sprinkler

Accurate Accounting

We make a Specialty of Storage and Pool Car Distribution
for Agents, Brokers and General Merchandise Houses.

Member of American Chain of Warehouses

Eyres University Warehouses,
Seattle, Organized

Incorporation papers of the Eyres University Warehouses, Inc., Seattle, were recently filed with the secretary of state at Olympia, Wash. The company is capitalized at \$7,000, and the following are incorporators: R. G. Culbertson, E. L. Dempsey and F. S. Hogan. The purpose of the new corporation is "to organize a general transportation and warehouse business."

Shiel Re-elected President
of Wash. Warehouse Group

Howard E. Shiel, president American Warehouse Co., Seattle, was re-elected president of the Washington State Warehousemen's Assn. at the sixteenth annual convention held at Yakima May 26-27.

Shiel's unanimous re-election was in recognition of effective service during the year during which the association waged a successful legal battle with the municipal Port of Seattle to put an end to unfair competition in the commercial storage field, and guarded the interests of the warehousemen in the session of the state legislature.

Other officers elected were: vice-president, R. G. Seymour, Grimmer Storage & Transfer Co., Spokane; secretary-treasurer, W. G. Dickinson, Christie-Lambert Van & Storage Co., Seattle; directors, S. C. Horner, Thomas Martin and Robert Hullin, Seattle; C. C. Cater and L. G. McAllister, Spokane; F. C. Fairchild, Yakima, and Matt Newell, Tacoma.

Wisconsin Has New
Labor Law

The Peterson bill, No. 154, A, designed to promote equality of bargaining power between employers and

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A Seattle institution—50 years of outstanding service

Cartage — Distribution — Storage
Highest financial rating; new fireproof, sprinklered buildings;
lowest insurance rate (10.2¢); modern equipment.

"The Shippers' Open Door to Alaska and the Orient"

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OLYMPIC WAREHOUSE & COLD STORAGE CO.

MERCHANDISE STORAGE & DISTRIBUTION

1203 Western Avenue Seattle, Wash.
Cold Storage — Dry Storage — Rentals — Pool Car Distribution — Office Rentals
Fireproof, brick const.; Sprinkler system; Insurance rate: 12.8c. Siding connects
with all rail lines.
Bonded U. S. Customs; State License No. 2; State Liquor Control Board.
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SYSTEM Transfer & Storage Co.

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Warehousemen & Distributors of

General Merchandise and Household Goods
Office and Desk Space—Low Insurance Rates

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TAYLOR-EDWARDS
Warehouse & Transfer Co., Inc.

Free switching service—Low insurance rates
Associated with leading warehouses through
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New York Chicago San Francisco
Members of—American Warehousemen's Assn.; National Furniture Warehousemen's
Assn.; Washington State Warehousemen's Assn.

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UNITED WAREHOUSE COMPANY

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STORAGE

100,000 sq. ft. capacity
Established 1900



POOL-CAR
DISTRIBUTORS

U. S. Customs Bond
Free Switching

SPOKANE, WASH.

Millard Johnson
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Consign to

SPOKANE TRANSFER & STORAGE CO.
308-316 Pacific Ave.

Merchandise Department
Largest Spot-Stocks in the
"Inland Empire."
(67,000 sq. ft.)

Household Goods Dept.
Assembling and distribution of
pool and local shipments
Agents for JUDBON

Member of A.W.A.—American Chain of Warehouses

TACOMA, WASH.

Pacific Storage & Transfer Co.

Member

Drayage, Storage & Distribution

Forward your Step in Transit and Pool Cars in
our Care (Free Switching). Located in Center
of Wholesale District, 18th & Broadway.

Member A.W.A.—Wash. State Assn.

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SHIPPERS

Local traffic matters are
studied and freight shipments
given best routing. Ordinarily, it
is difficult for the most efficient traf-
fic department to know all changes in
distant parts of the country.

For the convenience of shippers, this section is arranged geographically

BLUEFIELD, W. VA.

WM. E. DALE, Owner

TWIN CITY WAREHOUSE & COLD STORAGE COMPANY

Specializing in
Merchandise and Household Goods at Bluefield, Va.
Cold Storage at Bluefield, W. Va.
Private Siding on N&WRR. Free
Switching—Distribution of Pool Cars

HUNTINGTON, W. VA.

Our Government, City and County, have at this time about ten million dollars in various projects in city and county under construction. This is all in addition to industrial payrolls. Don't you want to get your share of this business? Our warehouse is the open door. Don't forget—five million population can be served over night through our warehouse.

The W. J. Maier Storage Co.

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SIOUX**Storage & Forwarding Company****Warehousing & Distribution**

One of the finest in the State
Licensed & Bonded

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Established 1903

LEICHT TRANSFER AND STORAGE CO.

121 South Broadway

Merchandise Distributors and Household Goods Forwarders.

Haulers of Cement and Contractors Equipment and Heavy Machinery to All Points.

U. S. Customs, Warehouse, State and Public Bonded
Waterfront Facilities: Private Siding C&N.W.
Wood Pulp a Specialty. Pool Car Distribution
Members of MayWA—WisWA

MILWAUKEE, WIS.

★ Atlas' complete warehousing and distribution facilities build good-will for you, with prompt, courteous service that pleases your customers and saves money for you.

- Private siding on C.M. St. P. & P.R.R.
- Over-night motor freight service to key markets.



United States Government
Bonded. State of Wisconsin
Licensed and Bonded.

ATLAS STORAGE CO.

Division of P&V-Atlas Industrial Center

710 W. VIRGINIA ST. MILWAUKEE, WISCONSIN

Represented by DISTRIBUTION SERVICE, INC.

New York—100 Broad Street Chicago—219 E. North Water Street
San Francisco—825 Third Street

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HANSEN
STORAGE CO.

Largest in Wisconsin

18 Warehouses

Specializing in—
Merchandise Distribu-
tion and Complete
Branch House Services

TRACK CAPACITY FOR 50 CARLOADS
DEPENDABLE EXPERT QUICK SERVICE

ESTABLISHED 34 YEARS

850 Foot Dock

MILWAUKEE, WIS.

**LINCOLN**

FIREPROOF WAREHOUSE CO.
WAREHOUSE SERVICE RAILROAD SIDING
OF EVERY DESCRIPTION DOCKING FACILITIES
LOCATED IN HEART OF BUSINESS DISTRICT
OFFICES: 206 W. HIGHLAND AVE.
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Milwaukee's most modern and best located Waterfront Warehouse.
Automobile storage. Warehousing on unit basis for spot stocks. Storage
"In transit". Pool car distribution, Customs Bonded.
Member of A.W.A. & W.W.A.

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National Warehouse Corporation

—STATE BONDED—

EVERY CONCEIVABLE WAREHOUSE & DISTRIBUTION SERVICE AFFORDED

"Milwaukee's Finest"

468 E. Bruce St., C. & N.W.R.R. Siding

Member—American Warehousemen's Ass'n.

MILWAUKEE, WIS.

*The Choice Of Those Who Know***TERMINAL STORAGE CO.**

100-112 W. Seeboth St., Milwaukee

Wisconsin's largest cold and general merchandise fireproof institution located in the metropolis of the rich Wisconsin consumer market and strategically situated for distribution to the north, east, south and west. Dockage for Great Lakes vessels, exclusive truck loading and unloading zone, directly on C. M., St. P. & Pac. Road with extensive private siding and connections with C. & N. W. Road, Soo Line, Pere Marquette and Grand Trunk Ferries, we offer transportation facilities, adequate both for nation wide and Milwaukee metropolitan and Wisconsin receipts and deliveries.

THE ONLY MILWAUKEE DOCK**WITH COLD AND GENERAL STORAGE**

employees, prevent unfair employment practices and settle labor disputes, has become effective in Wisconsin.

The measure, which repeals the state's "little Wagner act," sets up a Wisconsin Employment Relations Board for the administration of the law and bans all forms of secondary picketing. It provides that there can be no strike or labor dispute unless a majority of the employees in a particular unit are involved and a total of 75 per cent of all workers in a unit is necessary before an all-union or closed shop agreement can be made.

It provides further, that an employer or employee can call for an election to determine the collective bargaining unit at any time. Under the law's provisions, independent contractors are not considered "employees."

While only a majority of voting employees in a particular unit is necessary for determining the collective bargaining unit, a majority of all the employees of the unit is necessary before a strike can be called under the provisions of the new statute.

Wisconsin Governor Has Extensive Warehousing Plans

Large warehouses in the metropolitan areas of Wisconsin will have busy times for the next 18 mos. or more if Governor Heil has his way about storing huge surpluses of the state's farm and dairy products until

they can be used by the consumer. This proposal was made by the governor while addressing the 14th annual convention of the Central Retail Feed Dealers' Assn. of Wisconsin at the Schroeder Hotel in Milwaukee on June 5.

The 186,000 farmers of Wisconsin, the governor said, "are entitled to enjoy the same benefits as people living in the cities," and then went on to explain briefly about the proposed warehousing program to store the products of the farms until needed, instead of dumping the produce to get rid of it quickly. A state agricultural commission is to be chosen by Governor Heil to bring about the proper disposal of the farm products and seeing that they are warehoused until such time as they can be sold and consumed at fair prices. In discussing the farmers' plight, the governor said: "I have picked seven farmers from seven sections of Wisconsin to make up the state agricultural commission, and I am working night and day with them. There are a lot of things to be done. Until the farmer is prosperous, everyone else won't have a chance to sell the farmer."

Details were not available at the time of his talk, the governor declared, but they would be worked out in good time, as the new commission will have authority to set up warehouses in metropolitan areas of the state to sell Wisconsin dairy products.

The members attending the feed dealers' convention had not been advised in advance of the governor's proposal to set up the warehouses, so that little comment was made during the sessions on the subject. Later, when the commission works out its warehousing program, it is expected that much comment, pro and con, will be heard at farmers' meetings as to the probable effectiveness of a warehousing setup.

Alcoholic Content Problem in Shipping Solved by Wis. Company

With re-legalization of beer several years ago, Wisconsin's numerous "shipping" breweries had to be careful of the alcoholic contents of the beer that was shipped by truck and rail to a number of other states that restricted the volume of alcohol in that product.

Such shipments, both keg and bottled beer, had to be checked and rechecked, to make sure that maximum alcoholic content beer was not shipped into states in which only beer of, say, 3 per cent, or even lower, was permitted by law. While a great volume of beer is shipped by rail, the quantity shipped by truck is constantly increasing, shipments going from Wisconsin breweries to Iowa, Missouri, the Dakotas, Minnesota, Nebraska, and even farther west, with each state having a different idea as to the amount of alcohol that should be permitted in the beer consumed in the state.

One Wisconsin brewery met the distribution problem in a rather simple way, with the least amount of check-and-rechecking of labels on kegs, cases or bottles when the beer was loaded for shipment into other states.

Here is the way the problem was solved by this brewery: A number of refrigerated store rooms were built in the shipping building of the plant at the G. Heileman Brewery, La Crosse—the rooms being named after the states for which the beer stored in that room is intended. For instance, if Iowa beer could not be over 3½ per cent in alcoholic content, that room was called the Iowa Room and cases of beer with that content were loaded into that room, after having the labels on the cases or bottles carefully checked by experts. When drawing out the cases and loading them onto freight cars or motor trucks, no further checking is done except as to quantity. This is followed in the case of shipments to other states having special rooms assigned to them, and confusion and errors are avoided in making shipment to other states in a hurry. With this system, the most careless helper can be employed for loading cars and trucks, as long as a good man is on

VANCOUVER, B. C.

ELMER JOHNSTON, Pres.

IN VANCOUVER IT'S THE

JOHNSTON

National Storage, Ltd.

STORAGE — CARTAGE
FORWARDING — DISTRIBUTING

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hand to keep tally of the quantity of cases put into the car or trucks.

The extra expense of building the special rooms is very little, as it is easier to refrigerate a number of small rooms than one large warehouse, and the shipper has no worries.

With this brewery, at least, there is no record of a shipment having to be returned to the plant from another state due to the beer being too rich in alcohol, as has been the case where cases and kegs are piled rather promiscuously in the warehouse and selected as to alcoholic content while the beer is being loaded onto freight cars or motor trucks.

Flash Moves to L. A.

Jones Warehouse

The Flash Bonded Storage Co., Inc., formerly the Flash Express & Storage Co., Miami, Fla., moved July 1 to the warehouse at No. Miami Avenue and 20th St., formerly occupied by L. A. Jones, Inc. The new location is of triple A construction, fire and stormproof and has a six-car siding on the Florida East Coast Railroad. Equipment includes a 25-ft. elevator of 8,000-lb. capacity, and a gravity conveyor. The company carries a general bond to cover all goods in storage.

Upper N. Y. Warehousemen's Assn.

Joins State Organization

The Upper New York Warehousemen's Assn. has become a member organization of the New York State Warehousemen's Assn. Jack Kalmus is president and Harold Dwyer, secretary of the Upper New York group.

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